

SEP 24 1921

# THE NATIONAL PROVISIONER

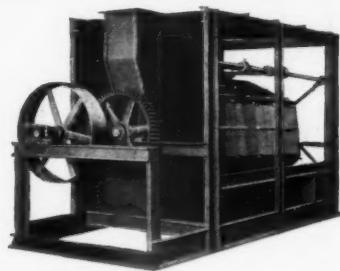
CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

SEPTEMBER 24, 1921

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SEP 24 1921  
UNIV. OF CHICAGO

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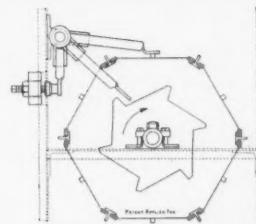
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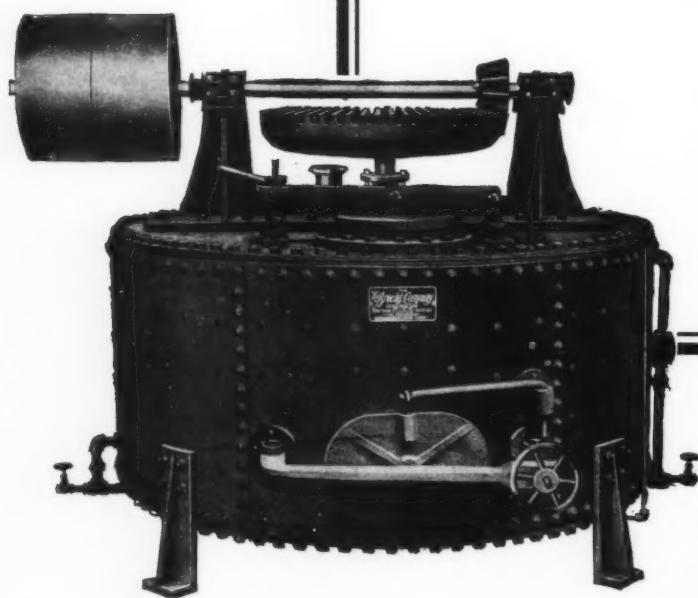
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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Vol. 65.

Chicago and New York, September 24, 1921.

No. 13.

## HANDLING AND RECOVERY OF CASING SLIME

### Has High Fertilizer Value and Is Worth Saving

**EDITOR'S NOTE.**—This is the fifteenth in a general series of articles by the Committee on Packinghouse Practice of the Institute of American Meat Packers, which have appeared in these pages. The preceding articles were on "Prevention of Loss of Ammonia in Tankage and Blood," "Labor Saving Devices in Meat Packing," "Chemical Control in the Packinghouse," "Inedible Facts for High Grade Tallow," "Recovery of Fats for Oleo Products," "Saving Marrow From Beef Killing and Cutting Bon-  
es," "Maintenance and Upkeep of Packing Plants," "Recovery of Fats from Waste Waters," "Prevention of Waste from the Premises in Waste Waters," "Recovery of Organic Material from Waste Waters," "Full Production of Meat Products," "Full Production of Blood from the Carcass," "Full Yield of Tankage from the Carcass," and "Full Production of Liquid Stick and Recovery of Grease from Stick."

These special articles are in addition to the weekly service in answering questions on all phases of packinghouse operations, which is done from week to week on the "Practical Points for the Trade" page of "THE NATIONAL PROVISIONER."

Casing slime as handled in slaughtering establishments represents a mixture of the muscular and mucus layers of the intestine, along with the natural intestinal juices and a more or less variable amount of water and manurial substances. The method of recovering this product depends entirely upon the class of intestines which are being handled. These will be discussed in turn.

#### Beef Casing Slime.

Beef casing slime is obtained from beef rounds, middles and bungs. The slime from this class of intestines is recovered by handling them in the fresh state, with a view of converting them into a finished casing before salting for curing purposes.

After the intestine is separated from its natural attachments and made free from its outside covering of fat, it is then flushed and stripped with a view of removing the natural contents. The casing is then turned, and the round and middle guts are slimed in the larger establishments by a mechanical means which represents a special designed casing machine equipped with reels and brushes that facilitates the removal of slime from a large number of intestines at the same time.

Beef bungs are slimed either by the use of a special scraping device held in the hand of the workman, or through a special process of hot water agitation accomplished in an especially devised rotary machine.

The above methods are employed in those establishments killing a goodly number of cattle, while in the smaller establishments the removal of slime from beef intestines is entirely accomplished through

hand scrapers operated by individual workmen.

#### Sheep and Hog Intestines.

The intestines of hogs and sheep are handled in an entirely different manner from those of cattle intestines. As will be noted in the above, beef casing sliming constitutes a part of the process in the handling of a perfectly fresh intestine, and the casing is made ready for salting and curing within a comparatively short time following the slaughter of the animal.

The small intestines of sheep and hogs are the only ones from which slime is removed in quantities sufficient to warrant its saving. This class of intestines, after being removed from their natural attachments, are stripped of their contents. After being bundled in a manner to prevent their becoming entangled, they are placed in barrels where a special process of fermentation which requires from 12 to 24 hours causes the inner layers of the intestines to ferment in a manner to permit the slime being easily and completely removed. The casings are then run through a special mechanical sliming machine somewhat different in construction to that of a beef casing sliming machine.

In the smaller establishments, removal of the slime from this class of casing is accomplished by hand scraping.

#### Collection of Slime.

Slime should be collected in a suitable vat, located so that it will collect the slime from the machine by gravity, with as little addition of water as is possible.

Further disposition of the slime depends on whether or not the plant is equipped with evaporators for the manufacture of "stick" tankage. If such equipment is available, the slime should be cooked in a vat alone or with offal, separating the solid

material and handling it for tankage, and diverting the liquid material into the stick evaporator. Slime should not be cooked with any material from which grease is to be recovered, because it tends to mix with the grease and prevents a proper separation.

A second method of disposal of slime, where no evaporators are available, is by mixing it with blood and cooking them together. This method, however, does not permit a satisfactory recovery of the commercial products available in slime, for the reason that about 50 per cent of the slime remains water soluble after the cooking process has been completed, and is therefore pressed out during pressing of the blood, and in all probability will not be again recovered.

The chemical analysis of slime shows it to contain approximately 5 to 8 per cent of solids, depending more or less on the amount of water which becomes mixed in the process of removal. The solids in this slime contain from 15 to 16 per cent ammonia, which indicates its high fertilizer value.

#### BY-PRODUCTS YIELD IN JULY.

Production and yields of animal by-products in July at inspected establishments are summarized as follows by the U. S. Department of Agriculture:

Class.	Average per animal, lbs.	Av. per 100 lbs., live wt. lbs.	Total production, July, lbs.	Total production, Jun.-July, lbs.
Edible beef fats (unrendered)	42.63	4.29	22,240,000	182,959,000
Edible beef offal	26.51	3.66	13,811,000	104,806,000
Cattle hides	65.51	6.59	31,129,000	202,553,000
Edible calf fats (unrendered)	1.43	0.82	303,000	2,408,000
Edible calf offal	5.37	3.08	1,302,000	11,184,000
Lard (rendered)	39.80	16.22	91,138,000	757,648,000
Edible hog offal	4.79	1.95	10,652,000	114,880,000
Pork trimmings	9.57	3.81	21,424,000	182,677,000
Inedible grease (rendered)	2.96	1.20	6,708,000	63,766,000
Sheep edible fat (unrendered)	1.60	2.35	1,546,000	17,582,000
Sheep edible offal	1.30	1.91	1,256,000	11,806,000

<sup>a</sup>Calculated for establishments having Federal inspection only.

#### MEAT CONSUMPTION IN JULY.

The following table of the U. S. Department of Agriculture shows apparent per capita consumption of federally inspected meats during the periods specified:

	Beef, Lbs.	Pork, Lbs.	lamb and mutton, Lbs.	Total, Lbs.
July, 1921	3.38	4.24	.34	7.96
June, 1921	3.73	4.46	.40	8.59
Increase or decrease	-0.35	-0.22	-0.06	-0.63
July, 1921	3.38	4.24	.34	7.96
July, 1920	3.71	4.06	.41	8.18
Increase or decrease	-0.33	+0.18	-0.07	-0.22

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### REFRIGERATOR CAR SHORTAGE.

Packers are warned of a possible refrigerator car shortage and asked to aid in preventing it by moving cars promptly, and using refrigerators only when necessary. Failure to cooperate may result in discrimination against such shippers by the railroads. In a bulletin on this subject Secretary Heinemann of the Institute of American Meat Packers says:

To All Members:

Reports from various sections of the country received by the Refrigerator Car Section of the American Railway Association indicate that a serious shortage of refrigerator equipment may be expected between now and December 1.

At a conference held in the American Railway Association offices on Sept. 17 the Chairman requested that we urge packers located throughout the country to promptly unload refrigerator cars received by them loaded, and to see that cars placed on order were loaded and shipped as soon as possible after receipt.

It has also been suggested that, whenever possible, short haul traffic of a semi-perishable nature be handled in box car equipment instead of refrigerator cars, whenever this may be done with safety to the shipment.

Members are also urged to anticipate their loading requirements sufficiently in advance so as to give the railroads as much time as possible to assemble the amount of equipment needed.

We have the assurance of the Association that packers will receive their pro rata share of refrigerator equipment and that the railroads will not attempt—as they did last year—to divert the entire supply of railroad equipment to the shippers of fruit and vegetables.

The various Committees on Car Service located in the principal railroad centers of the country have been requested to make frequent and special checks for the purpose of locating any cases of delayed release of refrigerator equipment. A recent check was completed in Chicago and I am pleased to say that the Chicago packers showed up exceptionally well.

I have assured the Association that our members will co-operate with them to the fullest extent, and they have in turn assured us of their willingness to do everything possible to supply cars to packers who use railway refrigerator equipment in their business.

Members will, of course, bear in mind that if the check undertaken by the railroads indicate any particular shipper is wilfully delaying these car steps will be taken to embargo him until such time as the situation has been relieved.

It is expected that this shortage will be general throughout the country and particularly in the Western section until as late as December 1.

This office will be glad to co-operate with the members in the event they find that they are not receiving their share of refrigerator cars from the carriers serving them.

Very truly yours,  
C. B. HEINEMANN, Secretary.

—♦—  
If you want a job, or a man to fill a job, an ad on the "Wanted" page of The National Provisioner will bring results.

### INTERSTATE COMMERCE CASES.

Complaints made to the Interstate Commerce Commission recently and decisions rendered by the commission in cases of interest to meat packers are as follows:

**Rates on Lard.**—Docket No. 10745, National Wholesale Grocers' Association of the United States vs. Director General et al. Morris & Company has filed a petition for rehearing and modification of the report in this case so that lard compounds, lard substitutes and canned meats, regardless of their vegetable or meat content, will be permitted to take their respective carload rates in a mixed car with fresh meat and packinghouse products, and that pending decision the commission direct defendants that no change in existing tariffs with reference to lard compounds, lard substitutes and canned meats in mixed carloads be made. It is understood that Armour & Company and Swift & Company have prepared a similar petition but it has not reached the commission as yet.

**Copra and Cocoanut Oil Rates.**—Docket No. 10405 and related cases. Southport Mill, Ltd., vs. Director General et al. In these cases the commission found that the rates charged on copra and palm-kernel products from New Orleans and Baton Rouge to various destinations were unjust and unreasonable and awarded reparation. Subsequently the cases were reopened and a rehearing had, and now the director general has filed an extensive brief contending that the commission's original holding should be reversed and no reparation allowed. Complainants have filed briefs in support of the commission's original decision.

Dockets Nos. 10599 and 10600. The Procter & Gamble Company vs. Director General as agent, et al. In connection with Docket No. 10405, referred to above, the commission also reopened and reheard these cases which relate to rates on cocoanut oil, carload, between Cincinnati and Macon, Ga. Complainant has filed a brief contending that there has been no new evidence which justifies a change in the commission's previous findings.

**Rates on Livestock From Texas.**—Docket No. 12358. Texas Livestock Shippers Protective League et al. vs. Director General as agent, et al. Paul L. Beal, et al., through an application filed by B. D. Pelton, has been permitted to intervene in this case and be treated as a party thereto. The complaint attacks the rates on livestock from Texas to various destinations and from various destinations to Texas.

**Allowance for Icing Cars.**—Examiner H. C. Wilson held a rehearing on No. 11640, Swift & Company vs. Director General, in Chicago, September 17. The commission in its decision on that case, 61 I. C. C. 183-4, held that the allowances made to the company for performing icing charges on shipments of poultry, butter, eggs and cheese between points in Illinois, Indiana, Iowa, Michigan and Ohio, between March 15 and September 5, 1919, were not unreasonable, because the complainant had failed to show that the cost of the service performed was in excess of the railroad's maximum allowance of \$3.

Rehearing was asked by the complainant in order to produce the necessary cost figures, according to which the cost of icing ranged from \$5.47 per car in Ohio to \$6.72 in Illinois. Reparation claimed was \$3,153.55.

**Rates on Packinghouse Products.**—Examiner John T. Money, in a tentative report on No. 12336, Armour & Company vs. Director General, as agent, has recommended that the commission hold that minimum charges applicable on less-than-carload shipments of packinghouse and other food products, from East St. Louis, Ill., to points in southern states, were not unreasonable, but that reparation be awarded because many shipments were

overcharged. The shipments moved during the period from June 25, 1918, to May 30, 1919, from East St. Louis to points south and were handled in peddler cars. The complainant contended the minimum charges on all the shipments were unreasonable to the extent that they exceeded 50 cents. The examiner stated that the charges on the shipments involved were collected on the basis of minimum charges of either 50 cents or 75 cents, plus 25 per cent, or 63 and 94 cents. He said an examination of the governing tariffs failed to disclose any provision for adding the 25 per cent increase to the existing minimum charges and that many of the shipments were thus overcharged. The defendants contended the 25 per cent increase was provided under G. O. No. 28.

**Rate on Garbage Tankage.**—An award of reparation has been recommended by Examiner R. L. Shanafelt in a tentative report on No. 12189, Indiana Reduction Co. vs. Director General, as agent, on a proposed holding that a rate on ground garbage tankage from Dupo, Ill., to Little Rock, Ark., between November 1, 1918, and March 31, 1919, was unreasonable. The shipments aggregated 1,133,000 pounds and charges were collected at the applicable class E rate of 22½ cents, minimum weight 40,000 pounds. The examiner said that from and to the same points there were contemporaneously in effect commodity rates of 12.5 cents on unground

(Continued on page 37.)

### MEAT EXPORTS IN AUGUST.

Official reports of exports of meat and dairy products during the month of August, 1921, show an increase in total value of \$12,000,000 compared with the same month in 1920. These figures confirm the reports on business conditions that have come to THE NATIONAL PROVISIONER and which have been published in recent issues. Individual increases are very striking and are especially so in the case of pork products and fats. For example, bacon exports increased 100 per cent, an increase of 22,000,000 pounds, and hams showed an increase of 21,000,000 pounds, or 300 per cent, as compared to August, 1920. Lard also showed an increase over a year ago of 300 per cent, which amounted to 58,000,000 pounds, while lard compounds increased 18,000,000 pounds, or 100 per cent.

Exports for the months of August, 1921, and August, 1920, are compared as follows:

	Aug. '21.	Aug. '20.
Beef, canned, lbs.	914,418	1,228,005
Value	\$145,602	\$270,650
Beef, fresh	292,663	343,352
Value	\$37,588	\$61,846
Beef, pickled, etc.	2,752,598	2,112,982
Value	\$252,698	\$251,001
Oleo oil	13,190,194	3,742,804
Value	\$1,345,323	\$689,253
Bacon	45,340,151	23,332,811
Value	\$7,286,348	\$5,582,062
Hams and shoulders	32,100,000	9,000,000
Value	\$4,566,161	\$1,703,608
Lard, inc. neutral	19,026,807	32,198,298
Value	\$1,198,845	\$8,855,876
Fork, pickled	3,212,347	2,257,511
Value	\$402,250	\$416,657
Lard compounds	3,209,013	1,449,074
Value	\$300,037	\$331,110

Exports for the eight months ending August 31, 1921, with comparisons, are given as follows:

	8 mos. '21.	8 mos. '20.
Beef, canned, lbs.	4,841,173	22,332,286
Value	\$574,633	\$5,514,228
Beef, fresh	9,321,077	\$2,523,297
Value	\$1,661,965	\$16,472,818
Beef, pickled, etc.	16,113,700	17,488,896
Value	\$1,904,803	\$2,564,399
Oleo oil	94,285,300	43,533,629
Value	\$10,056,967	\$10,926,652
Bacon	310,028,197	418,749,530
Value	\$53,941,355	\$105,293,181
Hams and shoulders	170,812,290	74,712,357
Value	\$20,300,000	\$38,012,300
Lard, inc. neutral	608,643,918	381,746,762
Value	\$83,346,298	\$93,148,967
Port, pickled	22,657,192	26,600,150
Value	\$3,601,912	\$5,566,860
Lard compounds	34,279,276	20,250,078
Value	\$3,004,495	\$5,017,051

## More Signs of Better Business in Meat Trade

Indications of improving business conditions pointed out by THE NATIONAL PROVISIONER in recent issues are being substantiated by general economic studies made by authorities, such as the Alexander Hamilton Institute, for example. In a very interesting chart published this week showing the September trend of primary business factors there is an accompanying comment which says more of improvement in business than any comment made in the past year.

Last week attention was drawn to the situation in the East in the packer supply trade, and the improvement in the lard and hide business was used for illustration. The following letter indicates emphatically that the packing industry is doing a bigger volume of business, and is buying equipment to be able to take care of the increase:

Chicago, Ill., Sept. 15, 1921.

Editor The National Provisioner:

We are very glad to tell you that for the past sixty days there has been quite a noticeable improvement in our line of business.

While our booking of orders in June was only fair, the number of orders during the month of July amounted to four times those entered in June, and business for the month of August ran much greater than July. During September the increase has continued and we have completed a large South American contract and are making others for furnishing equipment to European customers.

It seems that the packers who have for so many months been holding off on the purchase of equipment which was really needed, can now see their way to make these expenditures with greater justification than they could six or eight months ago and are proceeding with work which has been held up during that period.

Our salesmen all report that there has been for sometime a note of confidence among the packers, which indicates that we are gradually getting back to normal.

Very truly yours,

THE ALLBRIGHT-NELL COMPANY.

By B. F. Nell, Jr.

### Improvement in General.

Information from other reliable sources is to the effect that the eleven states from which the most recent reports have come all show a very encouraging improvement. Iowa, Illinois, Arkansas, Michigan, Massachusetts, California, Nebraska, Minnesota, Indiana, Utah and Texas are among the states now reporting revival of business.

The employment situation in thirteen manufacturing industries throughout the United States improved generally during August according to the federal employment service. The putting into effect during the past few months of employee representation systems has been a great stabilizing force in certain industries, including the packing business.

Several significant items are contained in a recent list of trade opportunities in foreign countries sent out by the Chicago office of the U. S. Bureau of Foreign and Domestic Commerce. For example, there is a field in Porto Rico for packinghouse products of every sort, pork products, fats, lard and oils.

### Foreign Trade is Heavier.

Again, in southeastern France there is

a demand for lard, pork, hams and sausages. In the Dutch East Indies there are prospective customers for refrigerating equipment of all kinds.

The amount of bacon exported is about double last year's record. Hams and shoulders have increased some three times and oleo oil 250 per cent.

There is a continued improvement in the fertilizer situation. While the buying of fertilizer materials is not heavy, yet the market on practically all materials is strong. The advance in cotton values has had a wonderfully good effect on the fertilizer trade in the South. The manufacturers are very optimistic and expect a substantial increase over last year's tonnage.

In general there are two essentials for resumption of good business. One is the establishment of prices, which after allowing for reduction of manufacturing costs as compared with 1919, would give a reasonable manufacturing profit over and above these costs.

Second, and just as important, is a return to stability in prices whereby a merchant would no longer be in the position, as is pointed out by a New York financial writer, where he fears to buy except for urgent immediate needs, because of probable further rapid declines in prices.

That these two conditions are near realization today is the view of many trade paper editors in a recent symposium. One of the industries to lead in grasping the situation and put into effect lower price levels so that business might revive, has been the packing industry.

## Help Trade by Cutting High Export Freights

In an effort to stimulate foreign demand for American products, the Institute of American Meat Packers, as reported briefly by THE NATIONAL PROVISIONER in its last issue, filed with the carriers' traffic executive committee of the Eastern territory a request for a reduction in export meat rates, which are more than 100 per cent in excess of the pre-war rates.

The petition cited that the livestock industry is back to pre-war prices, but that transportation costs, operating costs and costs of materials have not shown a corresponding decline. It was pointed out that stimulated foreign demand for American products would react favorably upon American producers, and that this increased consumption would directly benefit producers, packers and carriers. The petition then continues:

"During the period of the war America practically supplied the entire civilized world with meat products. Had monetary and transportation conditions been restored to substantially a pre-war basis, there is no doubt but that our exportation would have continued. At the sacrifice of practically our entire margin during the first seven months of 1921 we exported 1,079,882,024 pounds of meat products, valued at \$167,207,958. During the same period of 1920 we exported 1,079,654,557 pounds (practically the same volume) valued at \$265,954,369. Out of a gross return of approximately \$100,000,000 less than in 1920 we have absorbed the increases in transportation costs made effective in August, 1920.

"Obviously the purchasing power of foreign countries has been and still is seriously impaired by reason of the decline in the value of their money. Their re-entry into the manufacture and exportation of their own products will eventually restore this condition to normal, although this may require years of reconstruction.

"The American packer who buys the live stock from the American producer must pay cash in American money, and sell his products to foreign buyers who must pay in their unstable moneys or be given extended credit.

"We firmly believe that a substantial reduction in inland charges will result in greatly increased sales, and there can be no doubt but that a similar decrease in the ocean charges, which we are endeavoring to obtain, will greatly assist that in-

creased movement and afford an outlet for the surplus of this country.

### Competition with Canada.

"American packers now compete with Canadian exporters who are able to obtain their live stock and move it under the recently reduced rates in effect in that country. Canadian packers are also permitted to pay their transportation charges in Canadian currency, while American exporters must pay the same rates in United States currency. This gives the Canadian exporters an advantage—at the present time—of at least 10 per cent.

"All of these factors contribute toward the increase in the Canadian exportation of meat products, and, without desiring to injure our Canadian competitors, we wish to point out the imminent danger confronting the industry in this country unless immediate relief is afforded.

"The Canadian producers also find it possible to export their live animals to foreign killers, who are advantageously located with respect to the consuming countries. All of this competition must be taken into consideration by American exporters who desire to participate in the business. Therefore, in order to increase an export business we ask all reasonable assistance on the part of the carriers.

"Treating value as an element in rate making we submit that our wholesale prices are at pre-war levels and consequently that factor in and of itself argues for a reduction in export rates. As shown in our petition, fresh meat rates have been increased from 45 to 96½ cents per cwt. or an increase of 114 per cent, while provision rates have increased from 30 to 63 cents per cwt. or 110 per cent.

"The last rate increase authorized under Ex Parte 74 was made effective following the period of peak prices, and a corresponding reduction in export rates should now be granted."

### LIVESTOCK PRICE TRENDS.

Prices paid to producers of meat animals—hogs, cattle, sheep, and chickens—increased 3.8 per cent from July 15 to August 15 according to the U. S. Bureau of Markets and Crop Estimates. In the past ten years prices increased in a like period 1.4 per cent. On August 15 the index figure of prices for these meat animals was about 34.5 per cent lower than a year ago, 49.0 per cent lower than two years ago, and 17.1 per cent lower than the average of the past ten years on August 15.

## TRADE GLEANINGS

The Social Circle Oil mill, Social Circle, Ga., was completely destroyed by fire recently.

Fire recently destroyed the machinery of the Eastern Livestock Company at Fairmont, S. C.

The Winters' Packing Co., Elm Grove, W. Va., is increasing its capital from \$25,000 to \$50,000.

Swift & Company will erect very shortly a two-story brick and stone branch house building at Sedalia, Mo.

Toledo master butchers are contemplating erecting an abattoir and rendering plant at Toledo to cost about \$100,000.

The Cincinnati Abattoir Co. recently sustained a loss of \$150,000 when their car repair shop at East Norwood, O., was burned.

The old Western cattle market on Wellington street, Toronto, Canada, is a total loss from fire. The damage is put at \$100,000.

The Rainer & Connell Cotton Company has been incorporated at Wilmington, Del., to deal in cottonseed products, with a capital of \$100,000.

F. Schenck & Sons of Wheeling, W. Va., are planning to double their plant capacity, which is at present 400 hogs, 250 cattle, and 250 to 300 calves.

The Armour Fertilizer Co., Chicago, intends to rebuild the plant at Columbus, Ga., recently destroyed by fire at an estimated loss of \$300,000.

The Saco Valley Meat Canning and Provision Company has moved from Sacramento to Suisun, Calif., and the new plant will be in operation in a couple of months.

The Norman Packing Co., High street, Portsmouth, Va., is planning to install new equipment for the manufacture of sausage, for compound lard and for smoking and curing.

Tampa, Fla., will become a distributing point for the products of Wilson & Company as soon as that company completes the construction of a \$10,000 plant on Twigg street.

The Knoxville Fertilizer Co., at Vestal P. O., Knoxville, Tenn., are about to establish a plant to manufacture fertilizer. The estimated cost is \$350,000 and the daily capacity will be 140 tons.

The Butchers' Packing Co., recently incorporated under the Illinois law with a capital stock of \$500,000, has taken over the property of the Siegel-Hechinger Packing Co., at 38th and Morgan streets, Chicago, and will operate it.

The Jacksonville Oil Mills Co. has been incorporated at Jacksonville, Fla., to manufacture cottonseed oil and other cottonseed products. The incorporators are J. F. Gilmore, J. M. Hardaway and B. N. Kimbro, and the capital is \$600,000.

W. A. Stolzer has been made general manager of the Swift and Company produce plants in the following cities: Hutchinson, Wichita, Enid, Okla., Oklahoma City, Amarillo, Texas, Elk City, Okla., and Woodward, Okla. He will make his headquarters in Wichita.

R. C. McManus and Y. Prager are building a modern abattoir, packinghouse and cold storage plant at Charlotte, N. C., which will cost about \$60,000. Electrical-operated machinery is to be installed. The storage capacity will be 200 cattle and 500 hogs. Space is to be provided also for storing eggs, cheese and other commodities. The plant will be the third of its kind in North Carolina.

### FROZEN AND CURED MEAT STOCKS.

The monthly report of the Bureau of Markets and Crop Estimates, United States Department of Agriculture, shows the following stocks of frozen and cured meats, including lard, in cold storage warehouses and packing plants, September 1, 1921, with comparisons:

Total meats, 779,266,386 pounds, compared with 977,225,210 pounds on September 1, 1920, and 1,061,274,413 pounds same date 1919.

Frozen pork, 103,721,849 pounds, compared with 67,010,180 pounds September 1, 1920, and 90,509,793 pounds in 1919.

Frozen lamb and mutton, 5,930,103 pounds, compared with 11,021,173 pounds September 1, 1920, and 7,816,999 pounds same date 1919.

Frozen beef, 8,477,905 pounds fully cured, and 8,707,303 pounds in process of cure, compared with 13,508,532 pounds fully cured, and 9,202,620 pounds in process of cure September 1, 1920, and a total of 35,525,991 pounds for both items 1919.

Dry salt pork, 119,762,231 pounds fully cured, and 83,040,042 pounds in process of cure, compared with 256,136,612 pounds fully cured, and 60,296,287 pounds in process of cure September 1, 1920, and a total of 338,270,372 pounds for both items 1919.

Pickled pork, 128,181,930 pounds fully cured, and 192,957,449 pounds in process of cure, compared with 165,399,164 pounds fully cured, and 195,982,033 pounds in process of cure September 1, 1920, and a total of 341,723,586 pounds for both items 1919.

Miscellaneous meats, 79,729,788 pounds, compared with 69,471,253 pounds September 1, 1920, and 85,358,356 pounds same date 1919.

Lard, 149,671,445 pounds, compared with 170,773,674 pounds September 1, 1920, and 87,947,452 pounds same date 1919.

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### "THE STANDARD"

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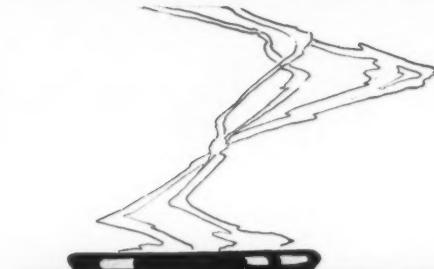
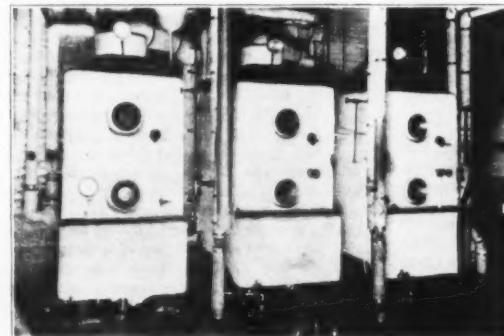
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**EVAPORATORS**

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### Employee Representation

For several months there have been in operation interesting and successful systems of employee representation in the plants of some twenty of the larger packers. Under these systems all relations between employer and employee are handled by representatives of each, who are duly appointed or elected. About ninety per cent of the employees in the packing plants which have adopted the systems

have agreed to this method of dealing with the many problems that arise in any large organization.

The example of these packers is being followed throughout the country, and much assistance is being given in establishing these systems of elected representatives by the Industrial Relations Committee of the Institute of American Meat Packers. By the working out of their common problems in this way it has been possible to readjust wages and other matters and maintain at the same time a feeling of mutual understanding.

The establishment of these common-sense relations between the employer and the employee in the packing industry was the result of a bit of foresight. It was realized that the wartime arrangement between certain large packers and labor organizations affecting wages and working conditions at Chicago, known as the Alschuler agreement, was a mechanism to meet an emergency, and some other arrangement should be developed for normal times.

The result has been that when the Alschuler agreement came to an end on September 15, the system of employee representation was ready, and what was more, had been tried out and was working quietly and efficiently. The industry had gone far toward solving its own problem, and did not need to rely on the outside help of a federal agency already burdened with too many duties.

### Livestock Marketing Problems

In its issue of August 20, 1921, THE NATIONAL PROVISIONER published a summary of a plan for marketing livestock which had been worked out by the Livestock Marketing Committee of Fifteen for the American Farm Bureau Federation.

This plan provides a co-operative basis for marketing livestock. There will be formed co-operative livestock shipping associations which will hold membership in terminal livestock commission associations. These terminal livestock commission associations will provide for the establishment of producer-owned and controlled co-operative livestock commission companies at the markets where needed.

The emphasis in this plan is on setting up an organization by which supply can be regulated. It has, of course, this defect, that it does not try to solve the demand side of the problem, which is the one constantly before the packer.

But to solve even the matter of supply one must go further than an organization. One has to consider what the organization

must do. Whether a co-operative association regulates market shipments or not, some way ought to be found to eliminate the present situation of gluts and scarcity.

Several interesting suggestions have been made by "Tim" Ingwersen as a result of his experience of some 25 years at Chicago in buying livestock.

First, it is suggested to allocate September, October and November to the marketing of cattle from western ranges, and the pastures of Kansas, Kentucky and Virginia, with certain exceptions, eliminating the marketing of short-fed cattle during these months. In this way, it is claimed, gluts and price demoralization can be avoided.

Second, the bulk of the corn-fed cattle could be marketed in other months than September, October and November.

Third, a better arrangement of feed-lots could be made. A farmer handling 160 head of cattle a year could arrange his feed-lot to accommodate 60, dividing it into three single-load lots. In September he could start twenty cattle in feed-lot No. 1, in October 20 in No. 2, etc., and ship those in No. 1 in December, those in No. 2 in January, and so on.

Fourth, the use of corn belt pastures for grazing qualified stockers could be planned so that new lots of cattle would be constantly ready.

The object of these suggestions is to stabilize livestock marketing. The attempt has been made to get at the root of the matter, and it is worthy of careful consideration.

### Corn and Meat Production

Receipts of hogs showed an increase of nearly 165,000 head, or approximately 7 per cent, during August, 1921, as compared with August, 1920, according to U. S. Bureau of Markets reports from 67 centralized markets. In the case of cattle and calves and sheep and lambs there were moderate decreases, but in each instance the decrease amounted to less than 5 per cent.

While the number of cattle and calves marketed was the smallest for any August since 1917, total receipts were the heaviest for any single month since last November. The number of cattle and calves sent back to the country during August for further feeding was the greatest for any month since November of last year.

That the abundant supply of corn, both on hand and in prospect, is having its effect on pork production is evidenced by the fact that receipts of hogs during August were the heaviest for that month during the past seven years.

## PRACTICAL POINTS FOR THE TRADE

### EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc., Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

### HOG AND POULTRY MEAL.

Continuing an inquiry which was answered partially in a recent issue, a tankage manufacturer in Michigan writes as follows:

Editor, The National Provisioner:

According to my inquiry the packing house practice committee would like a definite reply as to how I handle my hog and poultry tankage. We have a combination cooker and dryer in one; agitator in dryer. We charge tank about three-fourths full and seal it tight; when warm, blow out the tank gas; cook for about two to three hours between 40-50 lbs. pressure; live steam on charge; let charge settle for 10 to 12 hours; draw grease; draw tank water.

Instead of putting live steam on charge, we now put it into jacket and run pressure to about 70-80 lbs. After water is all off we start agitator and dry and mill for about 2½ to 5 hours, depending on load. If everything goes well, we get a nearly dry residue.

Have never attempted to make poultry meat scraps. This is what I am trying to learn.

I would also like to learn if possible how cracklings can be converted—that is degreased, dried and milled with an outfit such as we have. Would it be possible to make a poultry scrape from cracklings with an outfit like we have without adding any more machinery? We have a 40-h.p. boiler and 25-h.p. engine.

Have a market here for a good poultry scrap. For this reason I am very anxious to put up something that will sell and give satisfaction.

The reply of the Committee on Packinghouse Practice follows:

### F. C. ROGERS BROKER

### Provisions

**Philadelphia Office:**  
267 North Front Street  
**New York Office:**  
431 West 14th Street

Your method of charging the dryer is quite satisfactory, indeed, but you must be sure and have the contents dried down to at least 10% of moisture. This will prevent the tankage from afterwards becoming moldy.

After taking the tankage from the dryer spread it out thoroughly and let it cool off before storing in the regular storage pile. It is now available for mixture of meat meal or meat scrap.

It is a rather difficult thing to make meat scrap with only a dryer. If you could install a small rendering tank, you could cook your collected fat in this rendering tank, draw off the tallow, put the cracklings into a power press and squeeze them into a solid cake, then place in the storage pile for future use.

In making meat scrap, you would take 50% of the dried tankage and 50% of the pressed cracklings. To turn out a satisfactory grade of meat scrap it is necessary to have a dryer, which you folks already have; a small rendering tank for rendering out the fats; a small power press for pressing the cracklings; and then you will require small mills and sufficient screens to make the different kinds of granulations that are required for the trade. This will depend entirely on the kind of scrap that is being sold in your own particular neighborhood.

### HANDLING OF SAUSAGE.

A packer writes from Iowa as follows:

We are writing with reference to some information regarding the handling of sausages, such as smoked frankfurts, minced ham, ring bologna.

We have had quite a little trouble with the chill room that we use for the purpose of holding this sausage before packing, in that it is too cold and damp.

We would like to have you give us some information with reference to the best way to handle this sausage from the time it is cooked to the time it is packed. Should sausage of this kind be allowed to hang in ordinary temperature after cooking for a certain period of time, and if so how long before going into a chill room?

Also what is the best temperature for such product in a chill room in order that it may be packed and shipped in refrigerator cars and reach its destination in the best condition without sweating or getting slimy?

The reply of the Committee on Packinghouse Practice follows:

It is always advisable to spray this kind of sausage with water at a temperature of 70° when taken out of the cook vats and then hold it in a temperature around 50° for at least thirty minutes before putting in the cooler.

The temperature of the cooler should be around 44° and the sausage should be thoroughly chilled before it is packed. It should be held in the chill room not over 72 hours.

If packing for shipment in refrigerator cars, it should be packed 24 hours after manufacture and shipped the same day, if possible.

### PICKLE TEMPERATURES.

The following inquiry comes from a packer in Baltimore:

Will you be good enough to advise us what range of temperature you consider it safe and advisable to carry in the pickling department? We have been maintaining a temperature in this department of 36 to 38 degrees and would like to know the benefit of your experience as to the safety of allowing a wider range of temperature in this department.

In reply the Committee on Packinghouse Practice says:

A temperature of 36° to 38° is the ideal temperature in which to cure either pork or beef. It is quite desirable to have the meat itself at this temperature or even lower, before it is put into the pickle.

It is equally desirable to have the curing pickle around 36° and to have the pumping pickle even down as low as 34° before pumping it into the meats. It is unsafe to ever cure any meats at any temperature higher than 38°, even in winter time. A temperature of 36° to 38° is safe and sound and should be strictly adhered to.

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Sept. 21.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. avg., 14c; 10@12 lbs. avg., 13½c; 12@14 lbs. avg., 13½c; 14@16 lbs. avg., 13½c; 16@18 lbs. avg., 13½c; 18@20 lbs. avg., 13½c. Sweet pickled, 8@10 lbs. avg., 16½c; 10@12 lbs avg., 16½c; 12@14 lbs. avg., 16c; 14@16 lbs. avg., 16c; 16@18 lbs. avg., 16c; 18@20 lbs. avg., 16c.

Skinned Hams—Green, 14@16 lbs. avg., 15½c; 16@18 lbs. avg., 15½c; 18@20 lbs. avg., 15c; 20@22 lbs. avg., 14½c; 22@24 lbs. avg., 14c. Sweet pickled, 14@16 lbs. avg., 17½c; 16@18 lbs. avg., 17½c; 18@20 lbs. avg., 17½c; 20@22 lbs. avg., 17c; 22@24 lbs. avg., 16c.

Picnic Hams—Green, 4@6 lbs. avg., 9½c; 6@8 lbs. avg., 8¾c; 8@10 lbs. avg., 8½c; 10@12 lbs. avg., 7¾c. Sweet pickled, 4@6 lbs. avg., 10½c; 6@8 lbs. avg., 9¾c; 8@10 lbs. avg., 8½c; 10@12 lbs. avg., 7¾c.

Clear Bellies—Green, 6@8 lbs. avg., 16½c; 8@10 lbs. avg., 15c; 10@12 lbs. avg., 13½c; 12@14 lbs. avg., 13c; 14@16 lbs. avg., 12½c. Sweet pickled, 6@8 lbs. avg., 16c; 8@10 lbs. avg., 15c; 10@12 lbs. avg., 13½c; 12@14 lbs. avg., 13c; 14@16 lbs. avg., 12½c.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zahn.)

New York, Sept. 21, 1921.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 33@34c; green hams, 8@10 lbs., 17½c; 10@12 lbs., 17c; 12@14 lbs., 17c; green clear bellies, 8@10 lbs., 17c; 10@12 lbs., 16c; 12@14 lbs., 15½c; green rib bellies, 10@12 lbs., 15c; 12@14 lbs., 14c; sweet pickled clear bellies, 6@8 lbs., 14c; 8@10 lbs., 15c; 10@12 lbs., 15c; 12@14 lbs., 13½c; sweet pickled rib bellies, 10@12 lbs., 14c; 12@14 lbs., 13c; sweet pickled hams, 8@10 lbs., 22c; 10@12 lbs., 21c; 12@14 lbs., 20c; dressed hogs, 15½c; city steam lard, 11c; compound, 12c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 28c; 10@12 lbs., 27c; 12@14 lbs., 26c; 14@16 lbs., 24c; skinned shoulders, 16c; boneless butts, 24c; Boston butts, 17c; lean trimmings, 15c; regular trimmings, 14c; spare ribs, 8c; neck ribs, 4c; kidneys, 5c; livers, 3c; pig tongues, 9c; pig tails, 9c.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Trade Quiet—Exports Continue—Hog Movement Fair—Feeding Costs Low—Hog Prices Uncertain.

The developments in the provision market have not been very pronounced during the past week. The demand for domestic account has been light, and there has not appeared to be any activity of buying for export. The outward movement of products continues quite good, and this is reflected in the shipments again this week, which amounted to 22,093,000 lbs. of lard, and 17,447,000 lbs. of meat. The export movement of lard showed a rather unusual change, in that the exports to Germany decreased rather sharply while the exports to Holland increased sharply. This development is not thought to mean any particular falling off in the German demand, but possibly a change in the method of financing.

A good deal of discussion is going on at present in the trade as to whether the large exports of lard are on genuine export orders, or whether they are in part on consignment. Some of the independent interests claim that there is not any special evidence of export demand which can be classed as general, and therefore the impression seems to be quite pronounced that the movement is in part for the purpose of getting the product out of the country on account of the nearby position of the product market. The rather huge outward movement of product is emphasized in the August statement of the Bureau of Foreign and Domestic Commerce and for the eight months this season. These figures follow:

	August	1921.	1920.
Oleo oil, lbs.	13,190,000	3,743,000	
Cottonseed oil, lbs.	5,155,000	2,663,000	
Bacon, lbs.	45,340,000	23,333,000	
Hams and shoulders	32,234,000	9,360,000	
Lard, incl. neat., lbs.	90,027,000	32,198,000	
Pork, pickled, lbs.	3,212,000	2,258,000	
Lard compounds, lbs.	3,209,000	1,449,000	
	Jan. 1 to Aug. 31.		
Oleo oil, lbs.	64,285,000	43,534,000	
Cottonseed oil, lbs.	212,730,000	108,115,000	
Bacon, lbs.	310,000,000	418,150,000	
Hams and shoulders	119,811,000	41,772,000	
Lard, incl. neat., lbs.	608,644,000	381,747,000	
Pork, pickled, lbs.	22,657,000	26,690,000	
Lard compounds, lbs.	34,270,000	20,250,000	

The increase in lard exports has been from 382,000,000 lbs. for eight months last year to 609,000,000 lbs. for eight months this year, although there has been a falling off in meat shipments, particularly in beef. The heavy outward movement of pork products is a feature of considerable importance in connection with the total product on hand. The Bureau of Markets report shows the following comparison of products on hand as of September 1, compared with September 1 a year ago and August 1 this year, as follows:

FROZEN AND CURED MEATS.			
Sept. 1, 1921.	Sept. 1, 1920.	Aug. 1, 1921.	Aug. 1, 1920.
Frozen beef	48,758,000	67,010,000	66,262,000
Frozen pork	103,722,000	129,197,000	149,435,000
Frozen lamb and mutton	5,930,000	11,021,000	6,751,000
Cured beef	8,478,000	13,509,000	9,963,000
In proc. of cure	8,707,000	9,203,000	7,876,000
Dry salt pork	119,762,000	256,137,000	184,459,000
In proc. of cure	83,040,000	60,986,000	50,000,000
Pickled pork	128,182,000	161,300,000	129,704,000
In proc. of cure	192,937,000	185,982,000	216,919,000
Lard	149,671,000	170,774,000	104,490,000
Misc. meats	79,730,000	69,471,000	80,995,000
Totals	928,937,000	1,147,099,000	1,093,897,000

In view of the large amount of lard produced this year and the export movement, it would seem to indicate that the domestic distribution is not keeping up. What the effect on prices will be, or the present situation, is quite a problem. The gossip in the trade is, that the packing interests are rather looking for a lower price of hogs and are hedged in the winter deliveries of products in connection with the winter production of products, while an

effort is being made to reduce the stocks produced at a price of hogs around 9c, to as low a figure as possible. The fact that the present stock of all products is about 220,000,000 lbs. short of last year, the decrease being almost entirely in pork products, would seem to indicate fairly good success in this operation.

The fact that the stock of lard has been reduced in round numbers to 150,000,000 lbs. compared with 194,000,000 lbs. August 1, and 171,000,000 lbs. last year, shows the rapid downward tendency of the supplies. The situation is particularly interesting in lard in connection with the price of cottonseed oil. The fact that cottonseed oil for the winter delivery is selling higher than the price of lard is regarded by many as indicating the probability of a greatly increased demand for hog lard, as compared with the demand for cottonseed oil and cottonseed oil products.

The question of the price of light hogs has also entered into the question very fully. The average price of hogs last week at Chicago was down to \$7.65, and the market this week has shown but moderate change. This price of \$7.65 compares with \$16.35 for the corresponding week a year ago. In 1915, before the high prices of the war, the average was \$7.25 for the corresponding week and for the three years preceding that year, \$8.50 and \$8.55.

The price of hogs and the price of corn have a direct relation which sooner or later has a positive bearing. With the price of corn staying down around 50 to 55c for different grades, the question of

the feed value of corn becomes a most serious one in connection with the price of hogs. The present value of hogs gives a feeding value of corn of 20 to 25c a bushel more than the market value and, under these conditions, there is quite a problem as to whether the price of hogs will be maintained at the present level, or approximately so, or whether the price of hogs will come on to a nearer basis with the corn. Of course, corn may advance, which would mean that the movement in the way of readjustment would be to advance the feeding costs, rather than to reduce the value of the livestock.

**PORK**—Demand has been quiet, and the undertone rather heavy. At New York mess was quoted at \$25.50@26; family, \$30@34; and short clears, \$23.50@26. At Chicago mess was quotable at \$20.

**LARD**.—The market was dull and weak, although demand is improving, due to the fact that lard is under-selling compound. Export clearances are enormous, but fresh foreign business is light. At New York prime western was quoted at \$11.75@11.85; middle western, \$11.35@11.45; New York City at 11c; refined to the continent, 13½c; South American, 13½c; Brazil kegs, 14½c, and compound, 12@12½c in car lots. At Chicago regular lard was quoted at September price, loose lard 65c under October, and leaf lard at 10½c.

**BEEF**.—The market was dull and weaker. At New York mess was quoted at \$12@14; packet, \$13@14; family, \$15@16, and extra India mess, \$24@25.

SEE PAGE 33 FOR LATER MARKETS

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Sept. 17, 1921, with comparisons:

	PORK, BBLS.	From
	Week ended Sept. 17, 1921.	Week ended Sept. 18, 1920.
United Kingdom	70	1,602
Continent	70	738
So. and Cent. Amer.		18,436
West Indies	125	5,902
B. N. A. Colonies		16,107
Other countries		1,394
Total	195	44,800

### BACON AND HAMS, LBS.

United Kingdom	8,107,000	3,005,500	371,353,800
Continent	7,184,000	6,788,000	154,725,704
So. and Cent. Amer.			1,194,238
West Indies	339,000		18,135,193
B. N. A. Colonies			392,621
Other countries			861,231
Total	15,630,000	9,793,500	546,662,787

### LARD, LBS.

United Kingdom	2,917,397	2,897,800	268,504,968
Continent	12,565,274	8,207,704	466,438,024
So. and Cent. Amer.			2,496,307
West Indies	174,000		16,539,517
B. N. A. Colonies			156,447
Other countries			837,855
Total	15,656,671	11,105,504	574,973,138

### RECAPITULATION OF THE WEEK'S EXPORTS.

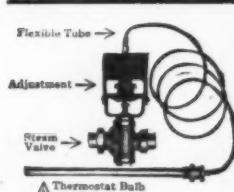
	Pork, bacon and hams, lbs.	Lard, lbs.
New York	70	7,720,000
Boston		3,493,000
Philadelphia		339,000
Baltimore		
New Orleans	125	33,000
Montreal		141,000
Total, week	195	4,078,000
Previous week	1,510	11,873,500
Two weeks ago	1,282	12,345,300
Cor. week 1920	738	9,793,500

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1920, to Sept. 17, 1921:

Pork	8,960,000	9,777,200	817,200
Bacon and hams	546,662,787	900,584,205	353,921,478
Lard	754,973,138	566,140,161	*188,833,977

\*Increase.

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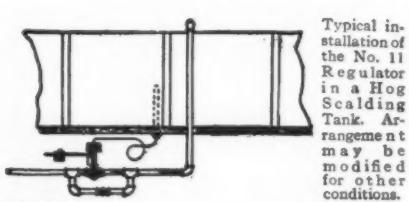
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1441-A)

## Meat Production and Consumption Statistics

Following is the official compilation of statistics of meat and livestock production consumption and prices for July, 1921, as made by the U. S. Bureau of Markets and Crop Estimates:

### CATTLE, CALVES, BEEF, AND VEAL.

Total Jan. 1- Total Jan. 1-

July, 1921. July, 1920. July 31, 1921. July 31, 1920.

Inspected slaughter:				
Cattle	579,028	661,172	4,206,733	4,728,018
Calves	324,046	342,765	2,322,226	2,563,108
Average live weight:				
Cattle	994.76	980.17		
Calves	174.53	180.96		
Average dressed weight:				
Beef	544.51	522.32		
Veal	100.31	102.43		
Total dressed product:				
Beef	315,286,536	345,343,359	2,290,154,003	2,678,869,323
Veal	32,536,054	35,109,419	209,235,586	226,535,549
Storage:				
Beginning of month—				
Fresh beef	76,523,060	95,296,702		
Cured beef	19,696,700	26,355,203		
End of month—				
Fresh beef	67,440,854	77,468,708		
Cured beef	18,197,410	23,617,431		
Exports: <sup>1</sup>				
Fresh beef and veal	956,912	5,556,952	10,546,025	82,560,941
Cured beef	2,418,262	1,974,754	13,332,302	15,375,914
Canned beef	351,566	5,075,638	4,017,615	21,697,481
Oleo oil and stearin	15,793,679	4,915,590	95,899,812	51,310,934
Tallow	1,238,561	2,321,333	6,080,611	11,017,147
Imports:				
Fresh beef and veal	1,922,534	2,778,844	16,825,925	25,908,084
Tallow	57,718	1,210,332	1,014,265	5,308,917
Prices per 100 lbs.:				
Av. cost in U. S. of all classes and grades—				
Cattle	\$6.71			
Calves	\$8.02			
Cattle, good steers (Chicago)	\$8.62	\$15.60		
Beef carcasses, good grade (eastern markets)	\$15.13	\$24.69		
Veal calves (Chicago)	\$8.73	\$13.98		
Veal carcasses (eastern markets)	\$16.46	\$25.07		
Receipts of cattle and calves at public stockyards	1,343,460	1,670,836	10,359,441	11,908,757
Stocker and feeder shipments of cattle and calves from public stockyards	121,921	218,365	1,389,574	1,886,942
Estimated number of cattle on farms in U. S.—				
January 1	64,652,000	66,811,000		
July 1	69,942,000	69,902,000		

### HOGS, PORK, AND PORK PRODUCTS.

Inspected slaughter of hogs				
	2,820,616	2,643,772	23,909,611	24,048,563
Average live weight	245.68	238.56		
Average dressed weight	187.73	177.61		
Total dressed product	529,514,242	469,560,345	1,171,544,302	4,121,963,267
Number of pounds of lard per 100 lbs. live weight	do.. 16.22			
Storage:				
Beginning of month—				
Fresh pork	182,162,880	170,054,431		
Cured pork	617,098,125	812,399,507		
Lard	204,301,330	193,315,999		
End of month—				
Fresh pork	150,048,007	161,803,702		
Cured pork	570,691,496	771,224,069		
Lard	194,951,394	191,350,582		
Exports: <sup>1</sup>				
Fresh pork	7,378,954	2,000,390	44,101,035	19,983,729
Cured pork	79,326,218	42,824,689	122,776,862	55,279,982
Canned pork	55,828	338,366	406,467	1,372,279
Sausage	854,779	584,595	5,275,880	13,316,807
Lard	81,800,034	48,944,914	518,617,111	349,548,464
Imports:				
Pork, fresh	do.. 11,916	33,877	358,736	709,211
Prices per 100 lbs.:				
Average cost in U. S. of all classes and grades	\$9.09			
Live hogs, medium weight (Chicago)	\$10.33	\$15.69		
Fresh pork loins, 10-14 lbs. (eastern markets)	\$21.18	\$28.05		
Shoulders, skinned (eastern markets)	\$13.37	\$21.27		
Picnics, 6-8 lbs. (eastern markets)	\$12.83	\$19.75		
Butts, Boston style (eastern markets)	\$15.36	\$23.62		
Bacon, breakfast style (eastern markets)	\$28.50	\$42.67		
Hams, smoked, 10-12 lbs. average (eastern markets)	\$30.75	\$38.69		
Lard, tierces (eastern markets)	\$12.55	\$20.81		
Receipts of hogs at public stockyards	2,726,648	2,811,305	24,957,981	26,377,916
Stocker and feeder shipments of hogs from public stockyards	16,733	27,213	321,023	494,428
Estimated number of hogs on farms in U. S.—				
January 1	55,153,000	59,368,000		
July 1	66,778,000	68,975,000		

### SHEEP, LAMB, AND MUTTON.

Inspected slaughter of sheep and lambs				
	1,059,902	1,048,423	7,303,080	5,821,351
Average live weight	pounds 68.03	71.80		
Average dressed weight	do.. 33.06	34.94		
Total dressed product	do.. 35,040,360	36,632,074	280,194,206	224,843,303
Storage:				
Beginning of month	do.. 8,714,330	4,310,527		
End of month	do.. 6,816,529	2,298,580		
Exports of fresh lamb and mutton	do.. 1,263,443	242,305	62,310,740	27,744,514
Imports of fresh lamb and mutton	do.. 113,801	5,181,526	19,578,694	17,286,525
Prices per 100 lbs.:				
Av. cost in U. S. of all classes and grades	\$8.53			
Lambs 84 lbs. down, medium to prime (Chicago)	\$9.70	\$14.42		
Lamb carcasses, good grade (eastern markets)	\$24.26	\$30.85		
Sheep, medium to choice grade (Chicago)	\$4.85	\$7.84		
Mutton, good grade (eastern markets)	\$14.94	\$24.60		
Receipts of sheep at public stock yards	1,776,008	2,033,673	12,275,523	10,972,205
Stocker and feeder shipments from public stock yards	139,470	324,265	721,651	1,640,511
Estimated number of sheep on farms in U. S.—				
January 1	45,067,000	47,114,000		

<sup>1</sup> Including re-exports.

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The market for tallow has been a little more active and somewhat stronger, with sales of city special loose reported as high as 6½c, an advance of ½c over the recent sales. It is understood that soap-makers bought 200 drums. Recently there were small sales of Atlantic City tallow at 6½c, and sales of a grade equal to special loose at 6½c, loose, also. The sales of special loose followed and the market is showing further evidence of an upward tendency. Export demand for high-grade tallow is reported, and little is heard of South American or Australian tallows. The cotton oil advance has helped the market somewhat, as has the disposition to believe that tallow has been out of line. At New York prime city was quoted at 5¾c nominal; special loose, 6¾c, and edible at 8@8½c. At Chicago packers' No. 1 was 6@6½c, and edible, 8@8½c. Australian tallow at Liverpool has been quite firm, with the fine grade quoted at 56s 6d per cwt., and good mixed at 53s 6d.

**OLEO STEARINE.**—The market has been very dull and barely steady, notwithstanding the strength in cotton oil and tallow. Compound competitive basis is not favorable, and as a result sentiment in stearine is mixed. The easy tone in the west has affected the local market somewhat. At New York oleo was quoted at about 10½c, while at Chicago oleo was quoted at 10½@10½c.

**OLEO OIL.**—The market has been rather quiet and without any special change. At New York extra oleo was quoted at 14½c nominal, and at Chicago at 13@13½c.

### SEE PAGE 38 FOR LATER MARKETS.

**LARD OIL.**—Demand has been quiet, due to the weakness in pure lard, and the market has been somewhat easier. Edible at New York was quoted at \$1.12 per gallon, inedible at 82@85c; extra No. 1 at 72c; No. 1 at 67c, and No. 2 at 65c.

**NEATSFOOT OIL.**—The market has been dull and without any important changes. At New York pure oil was quoted at 77c per gallon; extra No. 1 at 72c; No. 1 at 67c, and cold pressed at 92c.

**GREASES.**—The market for grease has been quite firm, although new business has been rather limited, but with offerings extremely light. High grade greases are in demand and scarce. At New York yellow was quoted at 4½@5c; choice house at 4¾@5c; brown 4¾@4½c; and white at 6½@8¾c. At Chicago brown was quoted at 3¾@4c; house, 4@4½c; yellow, 4½@4¾c; and choice white 7@7½c.

### By-Product Markets

Chicago, Sept. 22, 1921.

#### Blood.

The market seems to be in very strong position. One of the larger producers has withdrawn his offering from the market, another is a buyer, and two others are holding firm at \$3.25 f. o. b. and basis Chicago freight. Since last week the Pacific coast has been a meager seeker of South American material, and last sales were at \$3.75 c. i. f. there, and late this week one large seller was holding firm at \$4.25 c. i. f. Pacific coast, which showed an advance of 75c per unit over two weeks ago. A good grade of crushed or unground could probably be sold at \$3 basis Chicago.

High grade ground concentrated is held firm at \$3.25, with unground at \$3.25.

Unit ammonia.

Ground .....	\$3.15@3.25
Crushed and unground .....	2.85@3.00
Ground concentrated tankage .....	3.10@3.25
Unground .....	2.75@3.00

#### Digester Hog Tankage Materials.

Buyers showed a little more interest this week but trading was very limited owing to sellers holding their offerings 25c per unit higher than most buyers would concede. Bulk of trading was at \$2.90 to \$3, shipment September and October, which showed a decline of 25c from the season's high point. It is claimed that the price of digester hog tankage packed in branded bags has been cut around \$5 per ton by some of the manufacturers, although the larger manufacturers are still holding firm at \$47.50 f. o. b. production points. It is said that dealers are pretty well stocked up, and that farmers are buying on a hand-to-mouth order, owing to the wonderfully good condition of the pastures for this time of the year. Also many feeders are discouraging with the prediction that hogs will sell down to 6c at the central markets.

Unit ammonia.

Ground, 1-1½% ammonia .....	\$3.25@3.35
Unground, 10 to 11% ammonia .....	3.00@3.15
Ground, 7 to 9% ammonia .....	2.75@2.90

#### Fertilizer Tankage Materials.

Producers marked up prices around \$1 per unit ammonia over the season's low point. This greatly retarded trading, as buyers are not in a mood to follow the higher asking prices. Many of the Southern and Pacific coast buyers have turned their attention to South American materials. One of the large domestic producers has withdrawn his offerings from the market, and most of the South American sellers will sell only for prompt delivery. A good sized lot of renderers' crushed tankage sold for Southern shipment at \$2 and 10c basis Chicago freight, and unground bone tankage went South at the equivalent of \$13 basis Chicago freight. Hoof meal is being held at \$2.25 basis Chicago freight. There are several buyers in the market for liquid stick but traders continue around 25c per unit apart in their views. Two more buyers were added to the ranks for hair tankage but sellers would not meet their views.

High grade, ground, 10-11% ammonia .....	\$2.75@3.00
Lower grade, ground, 6-9% ammonia .....	2.50@2.65
High-grade, unground .....	2.55@2.65
Medium-grade, unground .....	2.35@2.45
Low-grade and country rend., unground .....	2.00@2.25
Bone tankage, unground .....	2.25@2.50
Hoof meal .....	2.15@2.25
Liquid stick .....	2.00@2.25
Hair tankage, dry, unground .....	1.50@1.75
Garbage tankage, ground .....	1.25@1.50

#### Bone Meals.

Several eleventh hour buyers again came into the market this week, and stocks of both steamed and raw are pretty well cleaned up. As a result, prices were maintained at the highest basis of the year thus far. A few carloads of dry grinding hoofs sold at \$20 basis Chicago freight, shipment to the East.

Raw bone meal .....	\$28.00@30.00
Steamed, ground .....	24.00@26.00
Steamed, unground .....	18.00@20.00
Grinding hoofs, pig toes, waste horns .....	18.00@20.00

#### Cracklings.

Buyers continued in the market for prompt and future shipment. Sellers endeavored to advance prices without avail. Pork, according to grease and quality, \$60.00@65.00. Beef, according to grease and quality, \$50.00@55.00.

#### Glue and Gelatine Stocks.

Buyers and sellers were unable to get together on calf stock this week, owing to a difference of their price views. Edible pig skin strips are quotable around

\$60 per ton delivered Chicago. Rejected manufacturing bones again sold at \$45 basis Chicago freight. Horn piths continue without buyers. Trading in cattle jaw, skull and knuckle bones was more brisk at around \$23 delivered and basis Chicago freight. A round lot of hide trimmings, sinews and pizzels, sold at \$19.50 basis Chicago freight.

Calf stock .....	\$75.00@100.00
Edible pig skin strips .....	55.00@60.00
Rejected manufacturing bones .....	45.00@50.00
Horn piths .....	30.00@35.00
Cattle jaws, skulls and knuckles .....	22.00@24.00
Junk and hotel kitchen bones .....	16.00@18.00
Hog, calf and sheep bones .....	18.00@20.00
Sinews, pizzels and hide trimmings .....	18.00@20.00
Sheep trimmings .....	12.00@14.00

#### Hoofs, Horns and Manufacturing Bones.

All price changes tended upward, demand from both foreign and domestic sources being the best of the season thus far.

No. 1 horns .....	\$250.00@275.00
No. 2 horns .....	175.00@225.00
No. 3 horns .....	75.00@125.00
Culis .....	25.00@50.00
Hoofs, black .....	18.00@22.00
Hoofs, striped .....	25.00@35.00
Hoofs, white .....	40.00@50.00
Round shin bones, unassorted, heavy .....	60.00@65.00
Round shin bones, unassorted, light .....	50.00@55.00
Flat shin bones, unassorted, heavy .....	55.00@60.00
Flat shin bones, unassorted, light .....	45.00@50.00
Thigh bones, unassorted, heavy .....	60.00@65.00
Thigh bones, unassorted, light .....	50.00@55.00

#### Hog Hair.

At 1 to ¼c per pound f. o. b. production points there was a pretty good demand for both coil and field dried hog hair. Any effort to boost prices met with utter failure. What little demand there was for processed was centered on winter take-off, with the price around 4½c basis Chicago freight. Summer take-off was an absolute drug on the market.

#### Pig Skin Strips.

Buyers would not advance their ideas above 3½c per lb. for prime No. 1 grades of extra size, and 3c for regular productions, basis Chicago freight. No. 2's and 3's, unless guaranteed edible stock, failed to find outlet. Fortunately, most producers are putting the latter grades in the tank.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, Sept. 20, 1921.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 4@4½c lb.; 60% caustic soda, 3½@3¾c lb.; 98% powdered caustic soda, 4%@5c lb.; 48% carbonate of soda, 2½c lb.; 58% carbonate of soda, 2%@2¾c lb.; talc, 1%@2c lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil, in casks, 2,000 lbs., 8@8½c lb.; yellow olive oil, commercial, \$1.05@1.10 gal.; Cochin cocoanut oil, 11½@12c lb.; Ceylon cocoanut oil, 10¾@11c lb.; cottonseed oil, prime summer yellow, 10¾c lb.; soya bean oil, 9½c lb.; corn oil, 9½c lb.; peanut oil, in bbis., deodorized, 11@11½c lb.; peanut oil, in bbis., crude, 7½c lb.

Prime city tallow, special, nominal, 6¾c lb.; dynamite glycerine, nominal, 12@12½c lb.; saponified glycerine, nominal, 9@9½c lb.; crude soap glycerine, nominal, 8@8½c lb.; chemically pure glycerine, nominal, 14@14½c lb.; prime packers' grease, nominal, 5@5½c lb.

#### COTTON OIL EXPORTS IN AUGUST.

Exports of cottonseed oil for the month of August, 1921, showed an increase of 2,500,000 pounds, compared to a year ago. For the eight months ending August 31, 1921, exports show an increase of 105,000,000 pounds as compared with the same period for 1920, or an increase of over 100 per cent.

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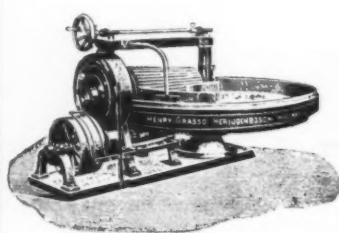
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### MARGARIN ADVERTISING.

A bill (H. R. 8378) has been introduced in Congress by Mr. Brown of Wisconsin, making it unlawful to advertise margarin "unless such advertisement shall distinctly and clearly set forth the character of the substance by the use of the word oleomargarine or butterine, or to use in connection with such advertisement the words 'butter,' 'Holstein,' 'Jersey,' 'Guernsey,' etc."

### AUGUST OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of August, 1921, was 8,502,890 pounds uncolored and 188,126 pounds colored, a total of 8,691,016 pounds. This is two and one-half million pounds more than the output for the preceding month and four million pounds less than the same month a year ago.

Oleomargarine production in the Chicago

district by months for the past year is as follows:

	Pounds.
August, 1920	12,685,269
September	14,716,785
October	14,576,115
November	14,792,920
December	12,654,194
January, 1921	10,906,111
February	10,235,156
March	10,959,277
April	10,029,220
May	6,836,713
June	4,770,525
July	5,958,032
August	8,691,016

### JULY MARGARIN STATISTICS.

The quantity of margarin manufactured in the United States in July, as shown in the figures given below, is the total reported to the U. S. Department of Agriculture:

Uncolored margarin:	July, 1920, July, 1921,
	pounds. pounds.
Exclusively animal...	869,468 43,500
Exclusively vegetable...	11,428,943 4,316,137
Animal and vegetable...	11,657,030 6,212,901
Colored margarin:	
Exclusively animal...	25,812 320
Exclusively vegetable...	282,743 65,373
Animal and vegetable...	765,160 353,238
Grand total.....	25,029,156 10,991,469

Exports of margarin from the United States in July, countries to which less than 1,000 pounds are shipped not being included, were as follows:

Countries	July, 1921
Bermuda	4,110
Canada	49,530
Panama	19,298
Mexico	1,250
Barbados	5,000
Jamaica	5,500
Other British West Indies	24,300
Japan	1,998
Virgin Islands of the U. S.	3,550
Dutch West Indies	1,900
Dominican Republic	4,800
Miquelon, Langley, etc.	1,224
Total to all countries.....	125,031

## VEGETABLE OILS

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## VEGETABLE OILS

### WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**New Season Highs Reached—Government Consumption Report Larger Than Expected—Cotton Reports Continue Unfavorable—Crude Oil Remains Tight—Trade on Liberal Scale—Profit Taking Causes Reaction.**

Operations in cottonseed oil futures on the New York Produce Exchange were maintained on a very liberal scale the past week, and the market reached new high levels for the season, the entire list getting above 10c, with the October option as high as 10½c. Cotton crop conditions continued the incentive for the bulk of the buying power, but not a little fresh speculative long interest developed, following the unexpected bullish government report on distribution. There is no question but what the August consumption of 366,000 bbls. was a great deal larger than anyone had anticipated, even the most ardent bulls, and it was natural for the market to reflect the announcement. The south continued the most aggressive buyer and continued to send very pessimistic reports regarding the new cotton crop.

Cotton developments have been such that there is hardly a person in the trade who does not expect an October government report on cotton of under 40 per cent and a crop indication of around 6½ million bales or less. Generally speaking, there is no question but what the market is getting an over-dose of bull cotton news. Whether

or not there has been a little exaggeration of actual conditions remains to be seen, but there are quite a few who are in close touch with the south and who believe that ultimately the cotton out-turn will prove to be between seven and eight million bales.

On the hard spots, realizing by speculative longs was quite active, but there was no important unloading by the leading longs, who continued to talk 11c for the future deliveries and who believe that crude oil will sell much higher. The tightness in the old crop positions has been one of the mainstays of the market, and owing to the smallness of crude oil offerings there has not been enough hedge pressure on the market worth talking about.

The weakness in the lard market continued in the main to be ignored, but one noticeable feature was the fact that interests who usually act for western packers were fair sellers of cotton oil at times, and increased selling pressure from this source is more than a probability, as long as the distant cotton oil months continue above a parity with the distant lard months. During the week both January and March oil sold as much as ½c a pound over January and March lard, while compound lard at 12@12½c ran anywhere from ½c a pound over pure lard at New York.

It is interesting to note that with compound at 12 cents, wholesale, one of the leading chain stores anticipates placing refined lard on sale next week at 11 cents

retail. Nevertheless, another interesting fact was the purchase by a European relief committee of over one million pounds of compound, and claims by some of the leading longs that domestic compound trade was fair. However, in most quarters the compound lard demand was slow, and demand for cash oil was very limited. There were further claims that the leading bakers were switching from compound to pure lard, and even the bull leaders admit that they anticipate a reduction of 25 per cent in the compound lard trade, as a result of the less favorable competing basis with pure lard.

The tightness in crude oil has been an untold help. With the South holding for higher prices, there has been no pressure of oil on refiners, and as a result no pressure of futures in the way of hedges on the market. However, there are intimations that some of the trade leaders, anticipating conditions, have been putting out a small amount of futures, and toward the middle of the week considerable realizing took place, on the weaker tone in grain, cotton and stocks, and the persistent weakness in pure lard. Support was in evidence on the small setbacks, and indications were for a rapidly fluctuating market.

There is no interest in the market from Europe, but those working on the constructive side state that in their calculations they have allowed for a falling off in exports of oil this season from 600,000 to 700,000 bbls., to 250,000 maximum. It

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is understood that Europe is buying soya bean oil, basis 6 1/4c Pacific coast, and that at this figure the possibilities of cottonseed oil on any further advance getting above an import basis, duty paid, are not so great. At 6 1/4c coast for crude soybean, and freight, etc., it would figure about 9 cents New York, or a half cent above the highest sales of crude oil thus far, and in order to effect important imports, it will be necessary for the foreign oils to figure well below the cotton oil parity. The developments in the permanent tariff bill constitute one feature that the trade is following very closely. It cannot be doubted that the increased consumption is to a very great extent the result of the duties on foreign oils, which has resulted in an enormous falling off of imports of those oils, which have been replaced by cotton oil.

There is nothing new regarding the permanent tariff bill on oils, but the leading bears are confident that at least some reduction and possibly the entire removal of the duties will be witnessed. It is a known fact that the consuming trade has been presenting strong arguments at Washington against these tariffs, but at the same time it must not be forgotten that the agriculturists at Washington are an extremely strong element at the present time, and that the possibilities of a total elimination of the duties is more a theory than a probability.

It is understood that seed has been selling at \$40 a ton in the southeast and Texas, plus \$3 freight, which refiners say would figure about 9 per cent crude. Crude oil has been selling at 8 1/2c in practically all sections of the belt. Offerings from the southeast and Texas were light, but from the valley have been fair. It is difficult to get the south to let go of part of their

holdings at these levels, and some believe that there is a possibility of the south overstaying its market. On any break, crude oil is expected to come out freely. It is well to note that the receipts of seed, the production of crude oil and production of refined oil during the first month of the new season were materially larger than last year, while consumption was materially heavier.

The visible supply of oil, reducing seed and crude to refined, is variously estimated at 510,000 to 520,000 bbls. on September 1. Production, however, will be on the increase as seed moves more freely, so that there is no likelihood of any immediate material shortage of oil, notwithstanding what develops six months or more hence. In calculating the government report, one of the leading interests in the trade figured that there is available for the coming eleven months 130,000 bbls. of oil as a monthly average, at the outside. The summary in full will be found at the bottom of this article.

The government report in detail, and an analysis on cotton oil consumption, were as follows:

COTTON SEED—  
Stocks Aug. 1, tons..... 55,000 30,000  
Received during August..... 130,000 23,000  
Crushed, same time..... 100,000 20,000  
On hand Aug. 31..... 124,000 33,000

CRUDE OIL—  
Stocks Aug. 1, lbs..... 20,113,000 22,620,000  
Produced during August..... 29,630,000 4,993,000  
Shipped out, same time..... 28,139,000 7,059,000  
On hand Aug. 31..... 16,693,000 13,152,000

REFINED OIL—  
Stocks Aug. 1, lbs..... 251,510,000 297,741,000  
Produced during August..... 30,172,000 11,020,000  
Stocks Aug. 31..... 155,236,000 230,683,000

COTTON SEED OIL EXPORTS—  
Aug., lbs..... 5,155,000 2,663,000

COTTON SEED OIL CONSUMPTION—  
1921 1920  
Stocks ref. oil, Aug. 1, lbs..... 231,510,000 297,741,000  
Produced Aug., refined..... 30,172,000 11,020,000  
Total supply..... 261,682,000 308,761,000

Distribution:  
August exports, lbs..... 5,155,000 2,663,000  
Stocks Sept. 1..... 155,236,000 230,683,000  
Total export and stocks, lbs..... 160,391,000 235,356,000  
Apparent domestic consumption..... 101,291,000 75,405,000  
Equal in barrels, Aug., lbs..... 253,000 189,000  
Exports, Aug., lbs..... 15,000 7,000  
Consumption, domestic, export, Aug., lbs..... 266,000 106,000  
Visible supply, Sept. 1, lbs..... 520,000 .....

### Asporen's Refined Oil Summary.

In their monthly review of the government cottonseed products census report, Asporen & Co. give the following summary on refined oil, figured in barrels of 400 pounds:

	Produced	Consumed	On hand				
Old crop	This	Last	Thus	Last	This	Last	Year
stock, year.	year.	year.	year.	year.	year.	year.	year.
bbis.	578,775	544,354	.....	.....	.....	.....	.....
Aug.	75,430	25,350	206,114	195,172	388,091	376,732	.....

Total	5,205,771,904	206,114	195,172	388,091	376,732
Seed on hand will produce.....	.....	84,887	23,968	.....	.....
Crude oil on hand will produce at 9% refining loss.....	37,977	29,922	.....	.....	.....
Seed still to be received will produce.....	.....	1,514,925	2,086,347	.....	.....

Total ..... 5,205,880 3,616,969

Less approximate minimum carry-over for end season Aug. 1, 1922 600,000 600,000

Available for coming 11 months..... 5,145,880 3,016,969

Monthly avg. consumption, 1st mo., actual..... 266,114 195,172

Monthly avg. consumption, last 11 mos., available..... 129,625 263,462

Monthly avg. consumption, all 12 mos., available..... 141,000 257,771

COTTONSEED OIL.—Market transactions:

### Thursday, September 15, 1921.

	Sales	Range	Closing		
Spot	Sales	High	Low	Bid	Asked
Sept.	100	1000	1000	990	a 1000
Oct.	2300	998	990	992	a 996
Nov.	300	970	960	962	a 965
Dec.	900	957	951	952	a 955
Jan.	4800	960	950	950	a .....
Feb.	.....	.....	.....	953	a 958
March	6100	975	967	966	a 969
April	1000	975	975	970	a 975

Total sales, 15,700, prime crude, S. E., 800 sales.

### Friday, September 16, 1921.

	Sales	Range	Closing		
Spot	Sales	High	Low	Bid	Asked
Sept.	200	1000	1000	1003	a 1025
Oct.	2500	1000	980	1005	a 1010
Nov.	400	981	955	980	a 995
Dec.	1900	966	950	965	a 970
Jan.	5700	968	948	967	a 968
Feb.	.....	.....	.....	970	a 976
March	4700	980	963	978	a 980
April	.....	.....	.....	987	a 995

Total sales, 19,200, prime crude, S. E., 800 sales.

### Saturday, September 17, 1921.

	Sales	Range	Closing		
Spot	Sales	High	Low	Bid	Asked
Sept.	200	1030	1030	1025	a 1040
Oct.	900	1025	1005	1025	a 1030
Nov.	.....	.....	.....	990	a 996
Dec.	2900	985	970	980	a 982
Jan.	5500	985	971	979	a 980
Feb.	.....	.....	.....	978	a 988
March	2100	995	983	990	a 992
April	.....	.....	.....	995	a 1005

Total sales, 11,800, prime crude, S. E., 825 bid.

### Monday, September 19, 1921.

	Sales	Range	Closing		
Spot	Sales	High	Low	Bid	Asked
Sept.	600	1050	1039	1034	a 1044
Oct.	2200	1053	1031	1026	a 1040
Nov.	500	1018	1000	1006	a 1015
Dec.	3100	1000	995	994	a 998
Jan.	5000	1000	985	991	a 992
Feb.	.....	.....	.....	993	a 999
March	6500	1014	999	1003	a 1005
April	500	1021	1008	1009	a 1012

Total sales, 19,700, prime crude, S. E., 850 sales.

### Tuesday, September 20, 1921.

	Sales	Range	Closing		
Spot	Sales	High	Low	Bid	Asked
Sept.	1600	1050	1025	1025	a 1050
Oct.	1000	1029	1014	1010	a 1015
Nov.	4000	1018	993	998	a 1000
Dec.	7800	1012	992	995	a 996
Jan.	7100	1028	1004	1008	a 1009
Feb.	.....	.....	.....	995	a 1003
March	500	1021	1008	1009	a 1012

Total sales, 22,200, prime crude, S. E., 850 bid.

### Wednesday, September 21, 1921.

	Sales	Range	Closing		
Spot	Sales	High	Low	Bid	Asked
Sept.	400	1018	1015	1015	a 1040
Oct.	1300	1025	1018	1021	a 1025
Nov.	400	1002	998	1000	a 1005
Dec.	3600	994	985	985	a 987
Jan.	8100	992	984	983	a 985
Feb.	.....	.....	.....	980	a 992
March	6600	1004	996	996	a 997
April	900	1002	995	995	a 997

Total sales, 21,300, prime crude, S. E., 850 bid.

### Thursday, September 22, 1921.

Market closed unchanged to 5 points lower and forward months 3 to 10 net higher. Sales, 13,300 bbls. Prime crude, \$8.50; prime summer yellow, spot, \$10; October, \$10.16; December, \$9.88; March, \$10.02, all bid.

### SEE PAGE 31 FOR LATER MARKETS.

COCOANUT OIL.—Very little trade has been passing, but the market has been very steady and offerings are light. Ceylon oil in barrels, New York, was 10@10 1/4c; tanks coast, 8@8 1/2c; Cochin, bbls., New York, 10 1/2@11 1/4c; tanks coast, 9 1/4c; edi-

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ble, barrels, New York, 12@12½c. The advance in cotton oil has resulted in a little firmer feeling, but the quantity of oil available is not large. Imports of copra for the seven months ending with July were 103,000,000 lbs., against about 111,000,000 lbs. last year. Copra was nominally quoted at 4½c.

SOYA BEAN OIL.—The market developed a stronger tone, influenced by cotton oil. It is reported that Europe was paying equal to 6½c coast for crude oil, and this resulted in tighter offerings all around. Imports of soya bean oil for seven months ending July have been only 17,282,000 lbs., against over 90,000,000 lbs. the same time in 1920, and about 102,000,000 lbs. the same time 1919. Sellers' tanks coast were 6½c bid for duty-free oil f. o. b., but holders' ideas were 7c and over. At New York crude oil was quoted at 8½c in barrels with refined 10½@10½c.

PEANUT OIL.—This market was also stronger, influenced by cotton oil and owing

to small southern offerings of crude peanut oil. Offerings of Oriental peanut are light, with stocks available small. At New York crude in barrels was quoted at 9@9½c; domestic tanks f. o. b. the mill, 8@8½c; refined oil New York, 10%@11c, and Oriental tanks, coast, 7c.

CORN OIL.—There has been a slightly improved demand, and a firmer tone is in evidence. Crude in barrels New York was quoted at 8½@9c; tanks f. o. b. the mill, 7½@8c; refined in barrels, New York, 10½c, and refined in cases about \$1.11 per gallon.

PALM OIL.—The market has been very steady, owing to the firmness in cable offerings and the steadiness in exchange. Lagos was quoted at 7½c and Niger 6½c.

#### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from the port of New York from September 14 to 20 are reported as 2,723 bbls. Exports from September 1 to 20 were 4,653 bbls.

#### SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)  
New Orleans, La., Sept. 22, 1921.—Prime crude cottonseed oil, 8½@8½ cents asked. Seed selling on basis 10 cents for crude oil. Seven per cent meal, \$36.00; 8 per cent, \$38.00. Loose hulls, \$8.00; sacked hulls, \$11.00; all f. o. b. mill.

#### Memphis.

(Special Wire to The National Provisioner.)  
Memphis, Tenn., Sept. 22, 1921.—Crude cottonseed oil, 8½ cents, bid; 8½ cents asked. Meal quiet, 7 per cent about \$36.00. Hulls \$8.00@8.50.

#### Dallas.

(Special Wire to The National Provisioner.)  
Dallas, Texas, Sept. 23, 1921.—Crude cotton oil, 8½c bid, occasional sales at 8½c. Cake, \$38.50, Galveston.



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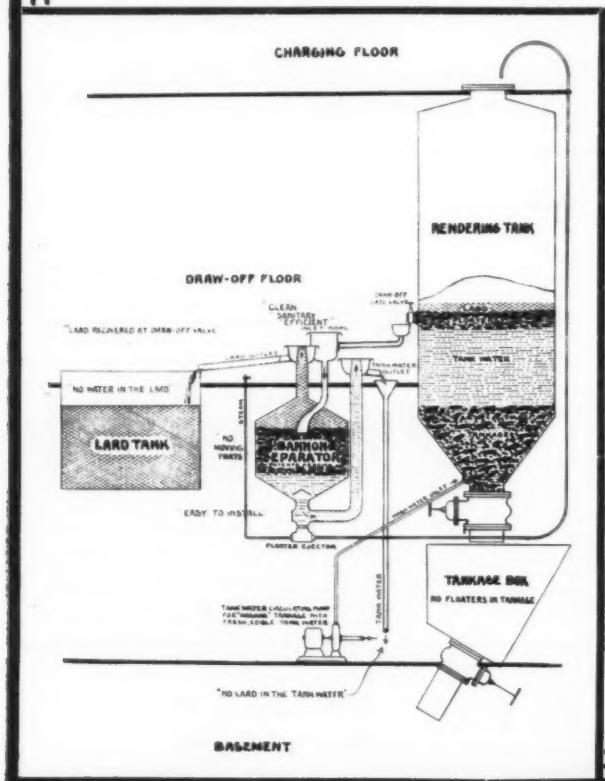
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## THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

## Provisions.

The feature in hog products late in the week was the persistent liquidation of lard, which made some new lows for the season. Hog receipts were larger than expected and hog values weaker. Support was poor and further undoing of lard and oil spreads was reported. Export clearances remained large, but fresh cash trade, both domestic and export, was limited. Two large Eastern chain stores placed refined lard on sale at eleven cents a pound, whereas compound is held at twelve and a quarter cents. Everything considered, however, compound trade is good.

## Cottonseed Oil.

Cotton oil was active and weak at the week end on long liquidation, reports of easier crude markets, local pressure and weakness in cotton and lard. Shorts were the best buyers. Weakening in tightness of old crop positions was influential. Cash oil trade was slow. Compound demand was good, considering the less favorable competing basis. It was understood that European relief purchases were over one and a half million pounds. New York cleared 2,155 barrels of cotton oil on Thursday. Crude oil in the Southeast sold at 8 1/4c, or a quarter below recent sales. It is reported that seed in Georgia is selling at \$47 per ton.

Closing quotations on cottonseed oil on Friday: October, \$9.85@9.95; December, \$9.75@9.78; January, \$9.25@9.80; March, \$9.90@9.92.

## Tallow.

Special loose at 6 1/4c.

## Oleo Stearine.

Quoted at 10%@11c. Extra oleo oil, 14 1/2c.

## FRIDAY'S GENERAL MARKETS.

## Lard in New York.

New York, Sept. 24, 1921.—Spot lard at New York, prime western, \$11.55@11.65; Middle West, \$11.15@11.25; city steam, \$11; refined continent, \$13.50; South American, \$13.75; Brazil kegs, \$14.75; compound, \$12.25.

## Marseilles Oils.

Marseilles, Sept. 24, 1921.—Copra fabrique, —fr.; copra eauole, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

## Liverpool Provision Markets.

Liverpool, Sept. 23, 1921.—(By Cable.)—Quotations today: Shoulders, square, 89s; shoulders, New York, 86s; shoulders, picnic, 75s; hams, long cut, 140s; hams, American cut, 125s; bacon, Cumberland cut, 105s; bacon, short backs, 100s; bellies, clear, 105s; bacon, Wiltshire, 104s. Australian tallow, 52s@56s; lard, spot, 80s; lard, October, 79s 6d; lard, November, 78s 6d; lard, January, 73s; cheese, Canadian, 108s; cheese, American, 106s.

## Hull Oil Markets.

Hull, England, Sept. 24, 1921.—(By Cable.)—Refined cottonseed oil, 49s, 6d, crude, 46s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Sept. 24, 1921, show exports from that country were as follows: To England, 53,575 quarters; to the Continent, 25,237 quarters; to other ports, 48,285 quarters. Exports for the previous week were as follows: To England, 94,664 quarters; to the Continent, none; to other ports, none.

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, Sept. 17, 1921, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle	Hogs	Sheep
Armour & Co.	6,220	12,900	21,971
Swift & Co.	7,715	12,000	25,242
Morrill & Co.	4,569	7,300	12,676
Wilson & Co.	3,884	8,000	10,794
Anglo-Amer. Prov. Co.	296	6,300	.....
G. H. Hammond Co.	2,738	7,100	.....
Libby, McNeill & Libby	986	.....	.....
Brennan Packing Co.	4,100	hogs	Miller & Hart
Boyd, Lunham & Co.	5,600	hogs	Western Packing & Provision Co.
Provision Co.	7,200	hogs	Roberts & Oak
others	10,000	hogs	2,200 hogs

## OMAHA.

	Cattle	Hogs	Sheep
Morris & Co.	2,713	3,601	6,319
Swift & Co.	3,271	4,250	9,083
Cudahy Packing Co.	3,271	6,382	6,956
Armour & Co.	3,238	4,584	9,408
Swartz & Co.	1,151	.....	.....
J. W. Murphy	3,449	.....	.....
Others	4,780	.....	.....

## KANSAS CITY.

	Cattle	Hogs	Sheep
Armour & Co.	6,427	5,163	7,996
Cudahy Packing Co.	5,624	3,804	5,753
Fowler Packing Co.	5,624	.....	.....
Morris & Co.	5,025	5,605	3,901
Swift & Co.	7,611	4,305	6,096
Wilson & Co.	4,539	4,057	5,513
Local butchers	924	453	230

## ST. LOUIS.

	Cattle	Hogs	Sheep
Armour & Co.	3,631	6,230	4,121
Swift & Co.	2,762	7,289	3,213
Morris & Co.	314	60	197
St. Louis D. B. Co.	1,582	.....	.....
Independent Packing Co.	1,467	1,292	.....
American Packing Co.	161	799	60
East Side Packing Co.	231	2,779	.....
Hell Packing Co.	137	580	.....
Steinoff	111	.....	28

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Sept. 17, 1921:

## CATTLE.

	Cattle	Hogs	Sheep
Chicago	36,343	.....	.....
Kansas City	30,995	.....	.....
Omaha	17,378	.....	.....
East St. Louis	6,737	.....	.....
St. Joseph	8,077	.....	.....
Sioux City	4,337	.....	.....
South St. Paul	9,773	.....	.....
Indianapolis	1,141	.....	.....
New York and Jersey City	9,340	.....	.....
Oklahoma City	4,808	.....	.....

## HOGS.

	Cattle	Hogs	Sheep
Chicago	88,406	.....	.....
Kansas City	23,450	.....	.....
Omaha	22,584	.....	.....
East St. Louis	20,768	.....	.....
St. Joseph	15,983	.....	.....
Sioux City	13,556	.....	.....
South St. Paul	5,710	.....	.....
Cedar Rapids	5,100	.....	.....
Ottumwa	4,479	.....	.....
South St. Paul	20,325	.....	.....
Fort Worth	2,000	.....	.....
Indianapolis	18,947	.....	.....
New York and Jersey City	25,506	.....	.....
Oklahoma City	6,022	.....	.....
Milwaukee	6,500	.....	.....
Cincinnati	15,900	.....	.....

## SHEEP.

	Cattle	Hogs	Sheep
Chicago	70,531	.....	.....
Kansas City	29,504	.....	.....
Omaha	28,601	.....	.....
East St. Louis	6,937	.....	.....
St. Joseph	10,384	.....	.....
Sioux City	2,943	.....	.....
South St. Paul	7,773	.....	.....
Indianapolis	426	.....	.....
New York and Jersey City	51,847	.....	.....
Oklahoma City	34	.....	.....

## FOREIGN EXCHANGE SITUATION.

[Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants' Loan & Trust Company, Chicago, Illinois.]

Country—Monetary Unit.	U. S. Money.	Par value in	Unit value on Sept. 22.
Austria—Krone	\$0,203	.009	.....
Belgium—Franc	193	.0714	.....
Czechoslovakia—Krone	*	.0118	.....
Denmark—Krone	268	.1772	.....
Finland—Mark	193	.0150	.....
France—Franc	193	.0714	.....
Germany—Mark	238	.0094	.....
Great Britain—Pound	4,866	.374	.....
Greece—Drachma	193	.05	.....
Italy—Lira	193	.0417	.....
Japan—Yen	498	.4850	.....
Jugo-Slavia—Krone	*	.0045	.....
Netherlands—Florin	402	.3165	.....
Norway—Krone	268	.1265	.....
Poland—Zloty	193	.0004	.....
Roumania—Leu	515	.....	.....
Russia—Rouble	193	.0180	.....
Spain—Peseta	193	.13	.....
Sweden—Krona	268	.2183	.....
Switzerland—Franc	193	.1724	.....
Turkey—Turkish Pound	4.40	.....	.....

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

## RECEIPTS AT CENTERS.

## SATURDAY, SEPTEMBER 17, 1921.

	Cattle	Hogs	Sheep
Chicago	500	3,500	2,500
Kansas City	.....	600	.....
Omaha	.....	2,000	.....
St. Louis	.....	2,500	.....
St. Joseph	.....	2,500	.....
Sioux City	.....	2,600	.....
St. Paul	.....	400	.....
Oklahoma City	100	.....	.....
Fort Worth	500	.....	.....
Denver	200	.....	9,000
Louisville	200	.....	200
Wichita	200	.....	600
Indianapolis	200	.....	800
Pittsburgh	100	2,500	300
Cincinnati	200	2,000	500
Buffalo	200	2,000	800
Cleveland	200	2,000	800
Nashville, Tenn.	100	.....	800
Toronto	400	.....	100

## MONDAY, SEPTEMBER 19, 1921.

	Cattle	Hogs	Sheep
Chicago	24,000	29,000	45,000
Kansas City	30,000	6,500	15,000
Omaha	19,000	4,000	20,000
St. Louis	12,500	8,500	4,000
St. Joseph	12,500	5,000	7,000
Sioux City	5,000	2,000	1,300
St. Paul	8,500	4,000	3,500
Oklahoma City	2,500	1,300	.....
Fort Worth	3,000	500	200
Milwaukee	300	600	300
Denver	3,000	600	13,300
Louisville	2,000	1,400	500
Wichita	2,000	1,400	500
Indianapolis	1,700	100	1,100
Pittsburgh	500	7,000	300
Cincinnati	1,500	9,000	5,000
Buffalo	1,500	5,200	3,000
Cleveland	1,000	4,000	2,000
Nashville, Tenn.	600	1,200	100
Toronto	1,000	1,000	6,300

## TUESDAY, SEPTEMBER 20, 1921.

	Cattle	Hogs	Sheep
Chicago	11,000	24,000	26,000
Kansas City	15,500	8,500	15,000
Omaha	9,000	4,000	12,500
St. Louis	4,500	8,500	3,500
St. Joseph	3,000	3,500	5,000
Sioux City	2,000	3,000	1,300
St. Paul	3,000	5,500	4,700
Oklahoma City	1,900	800	.....
Fort Worth	1,800	1,400	800
Milwaukee	1,000	3,500	600
Denver	1,000	200	15,000
Louisville	1,200	1,300	300
Wichita	700	700	300
Indianapolis	500	12,000	1,000
Pittsburgh	100	1,000	1,000
Cincinnati	500	5,000	1,700
Buffalo	100	2,000	500
Cleveland	600	2,500	800
Nashville, Tenn.	100	1,500	.....
Toronto	500	1,000	2,000

## WEDNESDAY, SEPTEMBER 21, 1921.

	Cattle	Hogs	Sheep
Chicago	10,000	12,000	26,000
Kansas City	14,000	5,000	12,000
Omaha	7,000	5,500	16,000
St. Louis	5,500	10,000	2,500
St. Joseph	3,100	4,500	4,000
Sioux City	2,400	6,500	1,500
St. Paul	2,000	6,500	8,000
Oklahoma City	2,000	200	800
Fort Worth	400	1,800	500
Milwaukee	700	1,400	400
Wichita	600	500	200
Indianapolis	800	12,000	1,000
Pittsburgh	100	2,500	500
Cincinnati	400	5,000	1,200
Buffalo	200	2,000	700
Cleveland	600	2,500	700
Nashville, Tenn.	200	2,000	100
Toronto	1,700	1,800	400

## THURSDAY, SEPTEMBER 22, 1921.

	Cattle	Hogs	Sheep
Chicago	9,000	25,000	18,000
Kansas City	6,000	2,400	8,000
Omaha	3,000	5,500	7,500
St. Louis	1,700	6,500	1,200
St. Joseph	1,500	3,500	3,200
Sioux City	3,000	3,000	2,000
St. Paul	800	800	.....
Oklahoma City	1,600	1,400	800
Fort Worth	600	2,500	800
Milwaukee	1,300	800	6,700
Denver	500	7,000	800
Indianapolis	500	3,000	1,200
Pittsburgh	100	3,000	2,200
Cincinnati	900	6,400	2,000
Buffalo	300	2,000	2,000

## FRIDAY, SEPTEMBER 23, 1921.

	Cattle	Calves	Hogs	Sheep
Chicago	22,000	2,000	12,000	.....
Kansas City	1,600	2,000	2,000	.....
Omaha	500	6,000	1,000	.....
St. Louis	1,200	1,000	1,000	.....
St. Joseph	400	1,700	800	.....
Sioux City	500	3,000	300	.....
St. Paul	1,600	3,800	2,000	.....
Oklahoma City	400	500	500	.....
Fort Worth	50			

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

PACKER HIDES steady. No new business noted lately. The seller of the 10,000 August and September light cows at the new level of 12c yesterday included 1,500 more at the same price to another buyer. Bids of 12c were made to other sellers with Septembers unsold and declined. Holders now talk 12½c. The local small packers sold 25,000 June to date all weight cows and steers at 11c for the Junes and 11½c for the July, August, September take-off, being ½c advance. Several buyers are looking for further lots of Septembers. Killers talk 11½@12c on further business. A few thousand small packer heavy cows sold quietly earlier in the week at 12c. A few thousand outside small packer hides dating back sold privately said to be at a price exceeding rates prevailing a couple of weeks ago by a cent a pound. Local native steers quoted 14@14½; Texas, 14c; lights, 11½c; extremes, 10c; butts, 13½c; Colorados, 12½c; branded cows, 10c; heavy cows, 12@13½c; now asking to 14c; lights, 12@12½c; outside asked; nat. bulls, 7½@8c; branded, 6½@7c.

COUNTRY HIDES steady to strong. A couple of cars of short-haired ten per cent grubby buffs sold at 7c. A much better tone underlies the market and numerous tanners are looking around seeking hides. They continue to follow their former policies, however, and it is extremely hard to get them to bid against each other. The better tone to large and small packer light native hides induces sellers to hold their stocks more firmly, especially in view of the apparent disparity of domestic and world values. Importations of hides and new business looking toward importations have been extremely meager on account of the stuff being worth more to the European buyers than to domestic operators. Students of the situation believe the readjustment to world plane values is taking place now. Some aged buffs are available at 6c and business is pending. Better lots, mixed hair and containing but few grubs are offered out at 6½c. Extreme light hides, which apparently have the center of interest now, are priced to 11c, following the sales of small packer hides here at 11½c. Good section hides are available at 10@10½c for lots containing a few grubs. Tanners are not so particular regarding long-haired content of the lots offered now, as they were a couple of weeks ago. All weights of seasonal country hides are quoted at 6½@7½c Chicago basis for business. Heavy steers are quoted at 9@10c nominal; heavy cows and buffs are quoted about 6@7c for description, with the outside generally favored as the market for business. A few thousand small packer heavy cows moved at 12c this week. Extremes are ranged at 9½@11c for business as to description, dates and sections. Country branded hides are quoted about 5@5½c nominal flat basis. Country packer branded hides quoted 7@9½c outside paid on the brands included in the local small packer trading. Bulls quoted 4½@5½c; a little more interest is said to be manifested in bulls and supplies are ample. Country packer bulls, 6@7½c; glues, 3c lately paid.

NORTHWESTERN HIDES slow. No new business noted in Twin Cities. All weight hides are still quoted up to 7c for average quality. Heavy hides have been moderately active of late at 6c and are now talked at 6½c. Light hides are priced at 9½@10½c for quality. Holdings are well in hand and receipts have been rather meager for the past couple of months. Bulls are quoted about 4½@5c; kipskins at 10@12c and calfskins at 11@15c for quality; horse hides, \$3@3.25 flat f. o. b.

CALFSKINS—A couple of cars of Ohio first salted outside city skins sold at 18c to a prominent western tanner. No business is passing in the local first salted city skins market, last sales of which were at 19c. The market is considered nominally steady at this level. Packer calf last sold at 20c and further offerings are noted. Tanners are not so keen for calf, preferring kip, overweights and light cows for the heavier grades of leather at present in demand. Outside skins range at 15@18c for quality; countries range down to about 11c; deacons and slunks quoted up to \$1.25 asked; kipskins continue firm at 18c last paid for cities and packers with a good demand still evident. Outside skins are quoted at 13@16c and countries at 10@12c.

HORSE HIDES—Operators talk a stronger market. Trading on a basis of \$5.50 is hinted at. Dealers are reported to be paying up to \$3 for country lots of fresh hides. Late sales up to \$3.25 have been authenticated for mixed average quality.

SHEEP PELTS unchanged. No new movement noted since the sales of packer sheep and lambskins noted yesterday in a range of 82½@87½c for points. Dry pelts quoted 10@12c; pickles, \$3@4.50; goats, 25@65c.

HOGSKINS—Quiet. Country run, 15@20c; sales at 25c noted.

### New York.

NEW YORK PACKER HIDES.—One city packer sold spready native steers, two cars a month, realizing 17c for October and November kill and 16c for December take-off, for a total of close to 4500 hides. No other features attach to the city packer hide market. Most sellers are booked up very well on practically all classes of hides for this month. Regular natives last sold at 13½c; butts recently brought 13c, and Colorados 12c; cows are dull and featureless, about 11@12c for dates and weights. Bulls last sold at 7½c..

SMALL PACKER HIDES.—There are no sales reported in eastern small packer hides, but the general tone to the situation is stronger in line with the advances registered and the good demand continuing in western small packer stock. All weight cows and steers are quoted at least at 11½c in view of the business west. Steers alone are quoted at 12@12½c; spreads last sold at 13½c for Brooklyn stock; bulls and brands are quoted at 6½@7½c.

COUNTRY HIDES steady. New business in country hides are still a bit spotty. All weight hides are ranging at 4@6c for description and quality, with tanners a little more interested in the small parcels at low levels. A couple of cars of southern extremes, 15 per cent ticky and 5 per cent grubby, sold at 8¾c to a tanner down Boston way. A car of Canadian all weights sold at 6c, selected their funds. Boston tanners are generally talking 7½@8½c for good section southern extremes, while sellers talk up to a 10c level. Mid-west grub free extremes are quoted in a range of 10@11c for quality with the outside hard to get. A couple of cars of Ohio buffs of good description containing but 10 per cent grubs sold up to 7c. A line of aged mid-west small packer all weight hides sold at 9½c. Aged country buffs are priced down to a 6c basis.

CALFSKINS active. A little business is reported in trimmed New York city calf at reductions, but considerable secrecy surrounds the business, which is said to have been effected at 1.70@2.20@2.60, a reduction of a nickel a skin. Tanners are talking easy rates in line with the declines in western city skins. Outside city skins are steady. A car sold at 1.55@

2.00@2.40. A small lot of New England calves sold at \$1.45@1.95@2.40. About 15,000 Philadelphia cities sold privately with prices unknown. Untrimmed skins are ranged at 15@18c; a couple of cars of mid-west first salted outside city skins sold at 18c to prominent western tanner. Kipskins continued firm at \$3.50 talked for the light and \$4 for heavy skins.

HORSE HIDES steady. Mixed hides are quoted \$3.25@3.59; fronts sold yesterday at \$2.75 and butts in a range of 90c@\$1.25 for measurements.

IMPORTED WET SALTED HIDES steady to strong. As noted late yesterday further business was done in frigorifico steers at advanced levels, about 4,000 Las Palmas and 5,000 Campanas bringing the new level of \$48, both for the account of United States purchasers. European purchasers have not paid over \$47.75 as yet. Unsold accumulations are extremely small and slaughter is below normal. Based on current exchange, the above hides are said to figure close to 17c c.i.f. New York basis. No new features attach to the spot hide market.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Sept. 21.

The cattle run this week, totaling right at 30,000, constitutes the most generous week's supply that we have had since last winter. The Monday run of 12,000 head was the biggest day we have had this year. The steer offerings generally were much the same as we have been having, the medium and common kinds being short-fed consignments and grass cattle. The better grades consisting of fair finished droves in both the heavy beef and yearling classes, the market on the best cattle still holds to a steady basis. Prices range from \$8.25@9.25 on weighty beefees, and up to \$10.50 on choice yearlings. The cattle that bring these prices, however, are scarce. The bulk of the native steers is going in a range of \$5.70@7.75. In the medium and common cattle, both in heavy and light offerings, prices are 25@50c lower than this time last week. Much the same tone prevails in butcher stock as in heavy beefees. Grass yearlings in the ordinary run range from \$4.00@7.00; butcher cows, \$3.50@5.50; good heavy beef cows with quality are worth a little more money. The Oklahoma and Kansas receipts consisted of about 200 cars this week that have held to a steadier basis than our native supply, the sales ranging from \$4.25@6.85. One string of Kansas cows sold on Tuesday brought \$4.35.

The hog run this week totals 46,000, the quality fair to good. Some rather sharp fluctuations have characterized the period but the average is very close to steady. The top during the week was paid principally for hogs weighing 200 lbs. and better; those weighing 180 lbs. and down found less favor. The pig market through the week has been dull and is somewhat lower in prices than a week ago. It is the only grade which shows a decided decline for the week. Today's quotations are: Mixed and butchers, \$8.15@8.65; good heavies, \$7.85@8.40; roughs, \$5.00@6.25; lights, \$8.35@8.60; pigs, \$7.00@8.15; bulk, \$8.25@8.55.

The sheep and lamb supply for the week consists of a little better than 12,000 head. The quality during the week has been nothing extra; as a matter of fact we have not received any strictly good lambs this week. The market generally is 25@50c lower with the heaviest end of the decline being on the medium and common kinds. Top lambs are worth \$8.50, while right fair quality lambs are selling at \$7.50@7.75. Mutton sheep are quoted at \$3.00@4.00 on the fat kinds according to weight. There were very few breeding ewes or stock sheep shown this week.

## LIVE STOCK MARKETS

### CHICAGO.

(Special Letter to The National Provisioner.)  
Union Stock Yards, Chicago, Sept. 22.

Although continuing to fall short of the corresponding week a year ago, due in large degree to much lighter receipts from the Northwestern range than is customary at this season of the year, marketings of cattle this week have been of generous volume. The ten-point total for the first four days of the week aggregated about 224,000, a gain of 27,000 over like period last week but 57,000 short of corresponding period last year. Chicago receipts for the four-day period foot up about 57,000 against 52,755 like period last week and 69,013 a year ago.

The trend of beef steer values was distinctly downward the first two days of the week, barring some of the very best corn-feds, particularly toppy yearlings and handweights which held little change. Many medium short-feds and longer-fed weighty cattle sold Tuesday as much as 25c to 50c below the close last week, while few killing steers of any grade escaped loss. Supply lightened up materially on Wednesday and today, however, and some of the decline was recovered, not a few of the more desirable corn-fed cattle selling today at a 25c advance, leaving the best fed cattle of handy and light weight and some of the low-priced grassers going below \$6.00 on practically the same levels as a week ago. Others are still unevenly but mostly 10 to 25c lower for the week, the extreme decline quoted, and perhaps more in spots, applying to some of the medium and strong weight steers of medium grade and to half-fat yearlings.

Relative to cost of production, weighty corn-fed steers have, as recently, been the most unsatisfactory sellers. While a few loads of strictly choice to prime 1,400 to 1,550-lb. steers have sold up to \$9.00 to \$9.35, cattle of such weights good enough for most any outlet sold on the week's low spots at \$8.50 to \$8.90, while thick fat, long-fed bullocks of still heavier weight had to sell well below this range, some such of plain quality going late Tuesday at \$7.25, averaging 1,756 lbs., and others, fed 14 months, selling late Monday at \$7.75, averaging 1,826 lbs. Cattle of such weights are not wanted, get virtually no competition and the problem of the seller is to find a buyer. Contrasted with such mean sellers is the activity shown at most all times for finished yearlings and strictly good to choice steers in the 1,200-lb. and under class. Last week's top of \$10.90 was repeated on Monday by a load of prime 986-lb. yearlings, while there has been a fair sprinkling of other finished yearling cattle, most of them steers and heifers mixed, upwards from \$10.00 and some of the best long yearlings, averaging close to 1,100 lbs., reached \$10.00 to \$10.25. Yearlings of a grade to sell

below \$9.75, however, have often showed declines. The run has carried thousands of grass and short-fed steers selling between \$6.00 and \$8.50, depending on quality and weight, many of them being of Southwestern origin, while the run of grassers from the Northwestern range sold mostly from \$5.75 to \$6.40, the best offered from that source at \$6.65 to \$7.25 and a number of loads on the Mexican order at \$4.60 to \$5.40. Less than 7,000 cattle from the Northwestern range reached Chicago during the first four days of the week.

Butcher cows and heifers are generally steady to 25c lower for the week, with medium to best cows, heavy heifers and half-fat light heifers usually showing declines, while cows selling below \$4.50 and best heifer yearlings are steady, and canner cows mostly 10 to 15c higher. Bulls are mostly 25 to 35c lower for the week, some of the best heavy bolognas 50c down. The calf market is mostly \$1.00 lower than last Thursday, all weights showing declines and heavies being extremely dull.

Hog receipts locally and in the aggregate elsewhere the first four days this week were considerably in excess of the same period a year ago. Chicago's total for the period at 92,500 showed an increase of 1,000 over the previous week and 24,100 over a year ago. There was an increase in arrivals of new crop hogs, resulting in a sharp dropping off in the average weight. Wednesday's average weight of packing and snipping droves here at 244 lbs. was 12 lbs. lighter than

(Continued on page 36.)

### KANSAS CITY.

(Special Letter to The National Provisioner.)  
Kansas City Stock Yards, Sept. 21.

No material price changes, compared with Tuesday's level, were reported in the cattle and hog market today. Hogs sold readily at strong to 10 cents higher prices, with a close clearance early. Cattle receipts were the largest of any Wednesday this year, and the total supply for the three days this week was about 2000 in excess of the same days last week. Prices today were steady to weak. Lambs sold slowly 25 to 50 cents under Tuesday, \$1.00 to \$1.50 under Monday. Receipts today were 14,000 cattle, 5000 hogs, and 12,000 sheep, compared with 11,000 cattle, 5000 hogs, and 10,000 sheep a week ago, and 13,200 cattle, 4200 hogs, and 16,800 sheep a year ago.

Best and plainest steers held fully steady while the medium kinds were easier, in some cases lower. However, the volume of demand remained large. There was a good outlet on shipping orders and the best and low grade steers were taken by local killers. Some 1050 pound steers sold at \$9.50 and most of the weighty fed

steers brought \$8.50 to \$9.00. Steers that sold at \$5.75 to \$6.25 showed the principal weakness in the market. Heavy calves were lower and light weight veals steady. Cows and heifers sold readily at steady prices.

The heavy classes of hogs were 10 cents higher and others generally steady compared with Tuesday's decline. The top price was \$8.25, and bulk of sales \$7.75 to \$8.25. Pigs sold up to \$8.60. An early clearance was reported and the general market was in strong position.

Lambs were down another 50 cents and sheep off 25 cents. This made a drop of \$1.50 in two days in lambs and carried prices back to the low close of August. Fat lambs sold at \$8.00 to \$8.35. Fat ewes \$4.00 to \$4.25, wethers \$4.50 to \$5.00, and yearlings \$5.00 to \$5.50. Feeding lambs are selling at \$6.00 to \$6.50.

### OMAHA.

(Special Letter to The National Provisioner.)  
South Omaha, Nebr., Sept. 21.

Liberal cattle receipts this week have been largely responsible for a sharply lower market all along the line. Native beef cattle have suffered most and many heavy steers selling at \$8.00@9.00 are 50@75c lower than a week ago. On the other hand, choice light weight steers and heifers have been in keen request and as high as at any time, the best selling up around \$10.00@10.35. Western range beef has declined fully a half dollar, and prices are now lower than they have been at any time this season. A few loads of choice to prime beeves have sold at \$6.40 @7.40, but for the general run of grassers it has been largely a \$5.00@6.00 market, with the plainer and rougher cattle at \$4.00@5.00. Cows and heifers suffered fully as much as the fat cattle. It takes choice heifers to bring \$5.00@6.00, while the bulk of the fair to good cows are selling at \$4.00@5.00, with canners down to \$2.00. Business in stockers and feeders has been rather disappointing with prices generally 25@50c off for the week.

No very radical change has taken place lately in the hog market. Receipts are holding up fairly well both in quantity and quality, and light and heavy weight hogs are still maintaining their relative positions at the top and the bottom of the list. Both packers and shipping buyers are decidedly bearish in their views and prepared to pound values at the earliest opportunities. There were 6,600 hogs here today and prices ruled a shade higher. Tops brought \$8.25, as against \$7.75 last Wednesday and the bulk of the trading was at \$6.65@7.40, against \$6.00@7.00 a week ago.

In spite of decreased receipts of sheep and lambs the market has reacted sharply following last week's big advance, and prices are around \$1.00@1.50 lower than at the best time ten days ago. Fat lambs are quoted at \$7.50@8.50, fat yearlings at \$5.00@6.00, and fat ewes at \$3.00@4.00.

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STOCK YARDS

KANSAS CITY, MISSOURI

## ICE AND REFRIGERATION

### ICE NOTES.

The Malvern Ice Co., Malvern, Ark., will enlarge their plant at once.

The New State Ice Co. at Oklahoma City, Okla., is going to build an ice plant.

A large refrigerator plant will be installed at the isolation hospital, Racine, Wis.

The Harlan Ice and Refrigerating Co. of Harlan, Ky., has increased its capital from \$40,000 to \$100,000.

Guipponi & Fitch plan to erect a cold storage plant with a capacity of 40 cars at Jacksonville, Fla.

The Clover Cotton Oil Co. at Clover, S. C., will very shortly increase the capacity of its ice manufacturing plant.

The Exeter Ice Co., Exeter, Col., will soon start work on a cold storage warehouse with a capacity of 800 tons.

The Walla Walla Meat & Cold Storage Co., Walla Walla, Wash., will expend about \$10,000 repairing its ice plant.

A new packing house and storage plant is being built at Brewster, Wash. The first unit only will be put up this fall. Three new electric driven ice machines will be installed to take care of this in-

creased capacity. The plans also include a railroad siding to the plant.

The Washington Ice Co., 611 Louisiana St., New Orleans, La., will erect a 50-ton ice plant and a 100-ton cold storage plant.

A new ice plant is about to be constructed by the Distilled Water Ice Co., Federal and Furnace streets, Youngstown, Ohio.

The Tech Food Products Co., Pittsburgh, Pa., is planning to enlarge the capacity of its Wainwright cold storage plant by 500,000 cubic feet this fall and in the early spring 1,000,000 feet will be added for general storage purposes.

The Southern Ice & Cold Storage Co. of San Antonio, Texas, will in the near future build a cold storage plant with a capacity of 20,000 tons. This company has one of the largest and most modernly equipped ice plants in the South, its machinery being all electrically operated. Recently the company built a cold storage plant with a capacity of 7,500 tons.

The Pratt Ice & Coal Company, Pratt, Kansas, will begin construction on October 1, of an ice storage house to hold about 1000 tons. The building will be of

brick construction, 80 feet long by 32 feet wide by 24 feet high, and will be insulated with corkboard. It will be cooled by brine circulation and will be equipped with the latest machinery for handling the ice in and out of storage.

### CHICAGO LIVESTOCK MARKETS.

(Continued from page 35.)

the previous Wednesday, 18 lbs. under two weeks ago and the lowest since August 1.

Eastern markets were relatively high the first part of the week, resulting in a very narrow outside demand. Thursday's break resulted in an influx of orders from other killing centers and the day's shipments were estimated at around 8,000. Further narrowing of the extreme price range occurred this week and a better demand for strong weight and medium weight butchers carried the choice 250 to 260-lb. class close to top prices.

As compared with a week ago, packing sows show almost no price change, heavy and medium weight butchers are mostly 10 to 15c lower, while light and light lights show 25 to 30c decline, top being 30c lower than last Thursday. Pigs have been fairly plentiful and after a sharp break Tuesday, sufficient orders developed to bring prices back in line with a week ago.

After two weeks of light receipts, particularly of native lambs, and a resulting advance in fat lamb values, Chicago and some other market centers were deluged with a surprisingly heavy supply of native lambs on the three first days of this week and prices crashed. In these three days fat lambs lost nearly all they had gained during the previous fortnight.

Quality of native fat lambs has been plain in the main, most loads carrying long cull ends. The supply of Westerns fortunately fell off appreciably, as compared with the previous week, and those that did arrive, particularly since Monday, carried a large proportion of feeders, leaving the supply of rangers suitable for the killer outlet considerably smaller than that of last week.

The Thursday supply here and in the aggregate elsewhere was materially lessened and the Chicago market, after opening steady on practically all classes, tightened on native fat lambs and they closed strong to 25c higher than Wednesday, with other classes at Wednesday's levels. Compared with last Thursday, fat lambs still are \$1.00 to \$1.50 lower, fat yearlings quately steady to 50c lower, and fat sheep around 25c down. Today's top on both Western and native fat lambs was \$8.75, against the week's high spots of \$10.25 on Westerns and \$10.00 on natives, scored last Friday. Yearlings have been in limited supply, only one real choice string arriving, which scored \$7.00. Choice two-year-old Montana wethers brought \$5.50. Best light fat ewes made \$5.00, but bulk for the week landed at or below \$4.00.

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Chicago—Ernst O. Heinsdorf, Chemical Bldg.  
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Newark—American Oil & Supply Co.  
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Providence—Edwin Knowles, 28 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Maillard & Schmiedell.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

### INTERSTATE COMMERCE CASES.

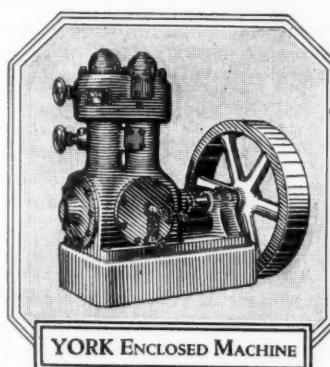
(Continued from page 20.)

garbage tankage, minimum 40,000 pounds; 16.5 cents on packinghouse tankage, minimum 40,000 pounds, and 20 cents on fertilizers as listed and rated class E in the current western classification, minimum 30,000 pounds, but that ground garbage tankage was not included therein. The complainant had contended that the rate charged was unreasonable to the extent that it exceeded the 12.3-cent rate on unground garbage tankage.

**Refrigeration Charges.**—On complaint alleging that the defendants have unjustly and without authority applied the charges provided in Rule No. 240, of Perishable Protective Tariff No. 1, J. E. Fairbanks, agent, I. C. C. No. 6, to shipments of meats and packinghouse products moving from Seattle, Wash., Attorney-Examiner M. A. Pattison, in a tentative report in No. 12158, Frye & Co. vs. Great Northern et al., has recommended that the commission hold that the provisions of the rule referred to are applicable on shipments of the commodities mentioned and that the refrigeration charges therein named are not unreasonable or unduly prejudicial. He recommends dismissal of the complaint.

**Mixed Carload Rates for Lard Compounds.**—Docket No. 10745, National Wholesale Grocers' Association of the United States vs. Director General, et al. A petition signed by the Cudahy Packing Co. and Wilson & Co. supports the contention of Armour and Swift, in their joint petition for modification, that the commission went beyond the prayer in eliminating entirely lard compounds and substitutes from the mixed carload rates applying to packinghouse products. The petition states that the commission's opinion leaves a situation that will discriminate against the packing industry west of the Mississippi river unless the requirement that lard substitutes must contain not more than 80 per cent of vegetable ingredient to entitle them to the packinghouse product mixed carload rating be modified. The petitioners ask the commission to accept the classification of the Department of Agriculture, and hold that lard substitutes containing any vegetable matter whatever are meat food products and therefore subject to inclusion in the proposed mixing rules.

**Livestock Rates from the West.**—In Docket No. 12562, Carstens Packing Co. vs. Director General of Railroads, et al., the brief for complainant contends that the rates on livestock from Montana, Idaho, Utah, California, Oregon and Washington, to its plants at Tacoma and Seattle are and were unjust and unreasonable because of the change during federal control from the "dollar per car basis" to the "cents per hundred pounds" basis; and that reparation should be made.



**YORK ENCLOSED MACHINE**

## RELIABLE REFRIGERATION for the Butcher

When a Butcher buys refrigerating equipment, the thought uppermost in his mind, in most cases, is the reliability of the machine. Can he absolutely depend upon it to perform the work? A shut-down at a time when his refrigerator is well stocked would mean a heavy loss, due to spoiled meats.

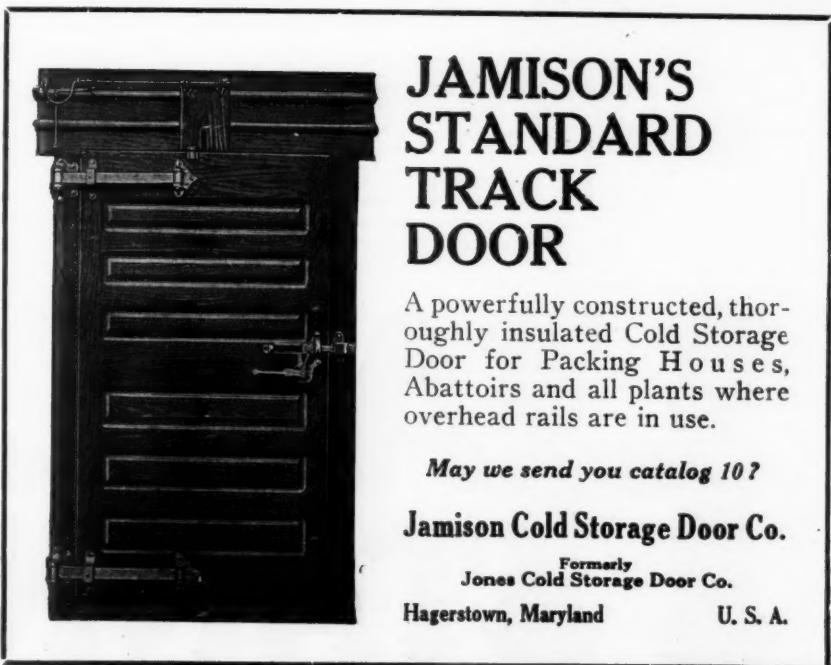
York Refrigerating Machines have demonstrated their absolute reliability by more than thirty-five years of satisfactory service, which has given them a high reputation throughout the refrigerating field.

Many butchers in all parts of the United States, and in Foreign Countries, are using York Mechanical Refrigeration in marketing high grade products. We invite all Butchers to investigate the York System of Refrigeration, and believe it will prove profitable to them in most cases.

### YORK MANUFACTURING CO.

(Ice Making and Refrigerating Machinery exclusively)

**YORK, PA.**



## JAMISON'S STANDARD TRACK DOOR

A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

*May we send you catalog 10?*

### Jamison Cold Storage Door Co.

Formerly  
Jones Cold Storage Door Co.

Hagerstown, Maryland

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# Rendering Tanks



Standard Design  
Rendering Tanks  
Adopted by Large  
Packers.

FOR the past fifty years we have specialized in the manufacture of all types of steel work for packing plants. We are in a position to supply tanks for practically every packing house purpose, and we have been instrumental in the equipping of many of the large packing houses in the United States.

We illustrate herewith the standard design of rendering tank adopted among larger packers throughout the country, and while we recommend this type for ordinary purposes, we have designs in our files covering practically every specific requirement, such as the side discharge with the false bottom, illustrated below, and we can produce practically any particular requirement on short notice. We carry from 500 to 1,000 steel plates in our plants at all times making delays due to freight shipments practically impossible.

Our new plant with more than 125,000 square feet of floor space is equipped with every required machine for turning out a complete job and **turning it out quickly.**

Our packing house engineers are conversant with practically every requirement of the packing plant and would be glad to converse with plant executives, superintendents, or engineers on their particular requirements.

Our 1921 Handbook illustrates many standard designed tanks used in packing plants, and will be sent upon request, addressed to department 194.

**Hamler Boiler & Tank Company**  
Chicago

Detail Showing  
False Bottom  
and Side Dis-  
charge.

# HAMLER TANKS

## FOR PURCHASING DEPARTMENTS

### VAL. DECKER ENLARGES PLANT.

The Val. Decker Packing Co., Piqua, O., have engaged Anders & Reimers, Cleveland, O., as engineers for extensive improvements required for their rapidly growing business.

### NEW WILMINGTON PACKING PLANT

A new and up-to-date packing plant is now nearing completion at Liberty, Logan and R R Streets in Wilmington, Del., built by the Beste Provision Company. The plant will be equipped with the most modern machinery, such as Brecht hog-killing equipment and Brecht refrigerating machinery, and will have a capacity of from 300 to 400 hogs per week.

### UNITED CORK IN ST. LOUIS.

The United Cork Companies of New York, manufacturers of cork insulation, announce the establishment of a branch sales office at St. Louis, Mo., to cover the Southwestern territory. The office is about to be opened at No. 1420 North Broadway, St. Louis, in charge of Mr. C. E. Schoenemann, who has been connected with the company's sales office at Chicago for several years past. Mr. Schoenemann is well-known as an expert in the insulation field.

### CHEMICAL EXPOSITION EXHIBITORS.

Exhibitors at the recent annual Exposition of the Chemical Industries in New York City were as numerous as usual and the showing indicated business activities and promise for the future.

Swenson Evaporator Company were showing continuous crystallizers and a line of instantaneous heaters. Present were L. M. De Beers, P. B. Sadler, P. H. Appell, G. Gurquhart and Prof. L. Badger of the experiment station. Swenson apparatus is so well-known that it hardly needs demonstration or boasting, even at an exposition.

The Technical Products Co., had a very large space, but showed no machinery, as their line is too large and varied. They had much printed matter descriptive of their line, lists of the goods they handle, etc.

Sowers Manufacturing Co., of Buffalo, one of the exhibitors at the Chemical Exposition, were showing six Dopp's seamless jacketed kettles and mixers and a scrapple mixer. Mr. R. C. Boggess was in charge and kept at least one of the machines going all day. With him were D. W. Sowers of Buffalo; A. E. Howlett, New York manager; C. E. Brown, Philadelphia manager, and Austin Kuhns, Boston manager. Mr. Boggess was very much on the job and was tireless in his efforts to explain his machines to the public.

### YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

The Virginia Ice & Freezing Corporation, of Norfolk, Va., have added to their York refrigerating equipment one 200-ton triple cylinder and one 100-ton double cylinder York vertical single acting belt driven enclosed refrigerating machine, together with condensing side, a 100-ton York improved raw water flooded freezing

system, including 18,000 feet of 2-in. full weight direct expansion piping for cold storage rooms.

Crystal Ice Company, 42 Lee Street, Atlanta, Ga.; one 32-ton vertical single-acting belt driven enclosed refrigerating machine and condensing side, also a 20-ton York improved raw water flooded freezing system.

The Terminal Refrigerating Co., Los Angeles, Calif., have added to their York refrigerating equipment one 62-ton York vertical single-acting high speed semi-enclosed refrigerating machine, with direct motor mounting and condensing side, also a 75-ton horizontal shell and tube brine cooler.

Abbotts Alderney Dairies, Bridgeton, N. J.; one 50-ton vertical single-acting belt driven high speed enclosed refrigerating machine.

Los Angeles & Salt Lake R. R. Co., restaurant, Las Vegas, Nev.; a half-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

L. L. McLarty, market, Lebec, Calif.; a three-quarter-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. C. Powers meat market, 1023 Broad Street, Texarkana, Ark.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Interstate Land Holding Co., commissary, Marysville, Calif.; a  $\frac{3}{4}$ -ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

United Markets Co., Tampa, Fla., have added to the York refrigerating equipment in their market a one-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Pioneer Market, Inc., Taft, Calif.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Grandview Cold Storage Co., Grandview, Wash.; one 24-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

The Ord Ice Company, of Santa Barbara, Calif., have added to the York refrigerating equipment in their ice plant one 20-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Joseph Ceaser & Son, grocery and meat market, Jeannette, Pa.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Rosenthal Packing Co., Galveston, Texas; one  $9\frac{1}{2}$ -ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Adolph's Market, meat market, Arnold, Neb.; one  $1\frac{1}{2}$ -ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Simone Calcagno, market, 13th and Taylor Sts., San Jose, Calif.; a  $1\frac{1}{2}$ -ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Pinkett Brothers Produce Co., 1555 Market St., Denver, Colo.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. L. Brahm Co., meats and poultry, Pittsburgh, Pa.; one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. J. Wrigley, poultry storage, Wyoming, Ill.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John C. Webb, market, 659 Washington

Ave., Brooklyn, N. Y.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Bakersfield Market Co., Inc., Wasco, Calif.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

I. M. Adams, meat market, Rome, Ga.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

The Standard Packing Co., Los Angeles, Calif., have added to their York refrigerating equipment another 20-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Cantando Brothers, market, University and Shattuck Aves., Berkley, Calif.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

G. H. Gutting, meat market, Coshocton, Ohio; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John Jakubiaik, meat market, Toledo, Ohio; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

City Market, H. A. Wosenberg, prop., Coshocton, Ohio; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

The Norwich Ice Manufacturing Co., Manderville Avenue, Norwich, N. Y., have added to their York refrigerating equipment one 12-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Union Pacific Railroad Co., depot restaurant, Omaha, Neb.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

R. M. Duffy, meat market, Summerhill, Pa.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

National Meat Stores, Inc., 10 South Kedzie Avenue, Chicago, Ill.; a  $1\frac{1}{2}$ -ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Bender's Meat Market, Hollidaysburg, Pa.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Marion Ice & Cold Storage Co., Marion, Ind.; one 15-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

H. C. Bohack Co., Inc., grocery and meat market, Flushing and Metropolitan Aves., Brooklyn, N. Y.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Henry Helfst, provisions and delicatessen, 3920 Fifth Avenue, Brooklyn, N. Y.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Irvin S. Brant, wholesale produce dealer, 274 Franklin St., Reading, Pa.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Charles C. Kroh, meat market, 11019 Ashbury Road, Cleveland, Ohio, a  $1\frac{1}{2}$ -ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Theodore Delardas, meat market, Morgantown, W. Va.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Consumers Artificial Ice Co., Des Moines, Iowa; one 30-in. x 10-ft. vertical ammonia drier-cooler-purifier, and four coils of flooded atmospheric ammonia condensers, each 20 ft. long, 12 pipes high.

# Chicago Section

Jay Hormel of Geo. A. Hormel & Co., Austin, Minn., was in Chicago this week.

Isaac Powers of the Home Packing Co., Terre Haute, Ind., was in the city this week.

Fred T. Fuller, president of the Iowa Packing Co., made a visit to Chicago last week.

Isaac Schoen of Schoen Bros., Inc., Atlanta, Ga., was in the city during the week.

M. J. MacLean, of the Harris Abattoir Co., Toronto, Canada, was a recent visitor in the city.

P. A. Jacobsen of the Interstate Packing Co., Winona, Minn., paid a visit to the city this week.

The last quotation on seats of the Chicago Board of Trade has been reported at \$6,375 net to the buyer.

L. A. Waltke, of William Waltke & Co., St. Louis, Mo., spent a short time in Chicago this week on his way to Europe.

Levi Willey, former manager of the Illinois Farmers' Packing Co., Ottawa, Ill., is now associated with the Lill Sausage Co., Chicago.

Lard stocks in Chicago on September 15 were 46,650,000 lbs., a decrease of 24,938,000 lbs. the last two weeks, and a reduction of 59,407,000 lbs. since August 1, against 7,593,000 lbs. for the same time last year.

**The Stadler Engineering Co.**  
ARCHITECTS AND ENGINEERS  
We specialize in  
**PACKING PLANT CONSTRUCTION**  
Cold Storage and Garbage Reduction Plants  
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Old Colony Bldg. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

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**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill.  
Cable Address, Pacarco

Packers' purchases of livestock at Chicago the first three days of this week totaled 28,638 cattle, 47,513 hogs, and 61,497 sheep.

Secretary C. B. Heinemann, of the Institute of American Meat Packers, has been on a visit to packinghouse centers in the Southeast during the past week.

The plant of the Siegel-Hechinger Packing Co., 38th and Morgan streets, has been bought by a newly-incorporated company known as the Butchers' Packing Co., and operations will be resumed in the near future.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, September 17, 1921, for shipments sold out, ranged from 6 to 20 cents per pound; average 13.26 per pound.

A petition to change the trading hours on the Board of Trade to open at 9 o'clock and close at 2, signed by seventy-two members, was refused by the directors. Many favor closing at 1:30 daily, except Saturday, when the hour suggested is 12:30 o'clock.

Wilson & Co.'s world's champion six-horse team of Clydesdale geldings is back in Chicago after a tour of a number of state fairs, where the usual success of these horses was noted. In all the horses were exhibited sixteen times. The team was in charge of Frank Housley, veteran driver of six-horse teams.

Mr. Joe Jinnett, former sales manager of the Brecht Company at Buenos Aires, Argentina, and one of the most famous members of the American colony there, was in Chicago this week calling on old friends. He says the Argentine meat industry is active, and would be more so were exchange conditions more equitable as regards United States trading.

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years'  
Experience. Lower Construction Cost. Higher  
Efficiency  
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## CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

The demand for fresh meat has been very uneven and generally slow throughout the week, although some sections of the city report a few very good days. Price did not seem to have any material influence on the movement, it being a case of a narrow consumptive demand.

While the steer supply was only moderate, in view of the narrow demand, offerings proved liberal, especially towards the week's end. Storage rails will be far from clear at the close of the week, which in itself indicates a narrow consumptive demand. The general quality of steer beef has been good with a small percentage of the common grassy kind. General declines of 50c were made on all grades, except common, which is unchanged from a week ago. A few sales were made at \$18 on choice yearlings the first of the week, but \$17.50 was the practical top until mid-week, after which \$17 ruled as the high mark. The bulk of the desirable butcher steers sold from \$15 to \$16, while \$13 to \$14.50 claimed most of the hard-boned and grassy steers used in cheap markets. Chucks moved fairly well, but rounds were very slow sellers. Loins and ribs of the better grades held about steady but the common ones were hard to move even at unevenly lower figures.

The cow supply was moderate with a fair percentage of good cows and prices held about steady with a week ago on all grades. Trading in bologna bulls was narrow, and while prices fluctuated slightly during the week, they closed steady with a week ago. With normal supplies and a similar demand, kosher beef prices show no change from a week ago.

After midweek, the supply of veal, especially of heavy western calves, proved quite liberal and prices became somewhat irregular. Choice handy weight native calves were scarce and prices advanced \$1, while medium and common grades declined from \$1 to \$2.

While the general supplies of lamb for the week were liberal, the percentage of choice lambs was low, the bulk being medium and good, with a fair percentage of common. Prices held steady the first part of the week, but later weakened from \$1 to \$2, with the demand barely normal.

The moderate offerings of mutton moved fairly well with demand centering on

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ENGINEERS

Layout and design of  
economical and effi-  
cient packing and cold  
storage plants

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Speedy, Reliable Service. Efficient Economical Plants  
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Architects and Engineers— 608 S. Dearborn St.  
Chicago Ill.  
Packing Plants, Cold Storage Buildings, Ice Plants

handy weight butcher sheep, of which the supply was limited. Such kinds advanced 50c to \$1, while heavy ewes and bucks remained unchanged.

Moderate supplies of pork met with an uneven demand, causing a widening in the spread of prices, which have shown a gradual decline since Monday, and the week's close finds a decidedly weak undertone in the general market.

Compared with last Friday, all steers, except common, 50c lower; cows and bulls steady. Choice calves \$1 higher; common \$1 to \$2 lower. Lambs, \$1 to \$2 lower. Medium and good mutton 50c to \$1 higher. Common steady. Pork loin \$1 to \$3 lower, shoulders, \$1; picnics, 50c to \$1, and Boston butts, \$2 to \$3 lower. Spare ribs steady to 50c lower. Pork will be well cleaned up, while there will be a moderate carryover on all other meats.

#### CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Sept. 22, 1921, are reported to The National Provisioner as follows:

Armour & Co. ....	8,600
Anglo-Amer. Prov. Co. ....	6,000
Swift & Co. ....	9,500
G. H. Hammond Co. ....	6,300
Morris & Co. ....	7,200
Wilson & Co. ....	7,700
Boyd-Lunham & Co. ....	6,000
Western Pkg. & Prov. Co. ....	7,700
Roberts & Oake. ....	4,000
Miller & Hart. ....	3,700
Independent Pkg. Co. ....	5,800
Brennan Pkg. Co. ....	4,700
Others ....	9,500
Total ....	85,700

#### CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending Sept. 15, 1921, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a week and a year ago:

Sales		Top price selects					
Week	Same	Week	Same	Week	Same	Week	Same
ending	week,	ending	week,	ending	week,	ending	week,
Sept. 15, 1920.	Sept. 8,	Sept. 15, 1920.	Sept. 8,	Sept. 15, 1920.	Sept. 8,	Sept. 15, 1920.	Sept. 8,
Toronto (U. S., N. Y.)	4,727	3,492	3,181	\$10.25	\$20.75	\$11.50	
Montreal (P. St. Chs.)	2,903	1,739	2,076	11.25	21.00	11.50	
Montreal (E. End)	1,392	2,208	1,348	11.25	21.00	11.50	
Winnipeg	1,088	892	522	16.40	21.00	14.00	
Calgary	734	311	473	13.70	22.00	12.75	
Edmonton	693	177	281	12.50	21.25	11.00	

## WE BUY HOGS ON COMMISSION

for some of the best packers in the country. We do a STRICTLY ORDER BUSINESS, and ever since our establishment in 1900 it has been our aim to render the most efficient service in buying for our customers.

## RESULTS TELL THE STORY

Ask any packer who has commissioned us to buy hogs for him on this market, and hear what he says! For reference: Any of our customers, or Merchants National Bank, Indianapolis.

**McMURRAY & JOHNSTON**

LIVESTOCK PURCHASING AGENTS

U. S. YARDS INDIANAPOLIS INDIANA

**"IN THE HEART OF THE CORN BELT"**

all over his face. Old Dan became exasperated; this was busting the rules with a vengeance. He was wild clear through. Away he started on a run to get the can of beer and destroy it.

In a few minutes Old Dan was on top of the pens. Kenny met him with his characteristic grin.

"Where is that can?" Old Dan yelled. "Give it here to me. I'll report ye, Kenny, if ye don't give me that can of beer!"

"I've got no can," replied Jim.

There was a box something similar to a carpenter's tool box on the walk near the wall in which Jim used to throw his empty cartridge shells. It so happened it was locked and half-full of empty shells. Dan spied the locker and demanded that Jim open the box.

"I lost the key," replied Jim.

Old Dan shouldered the box and carried it away to the chief's office. M. Hurly was chief of police at that time.

It was really amusing to hear Jim pleading with Old Dan to handle the box carefully. "You'll spill all the beer, Dan," Kenny pleaded. "Do be careful, and be sure to bring it back if the Chief says it's all right, and please don't be long, Dan, because the beer will get flat and I won't be able to use it."

Old Dan answered him by shaking his club at him. "Indade, ye'll never see a drop av this, me boy," says Dan, and staggering under his load, he strode off.

As soon as Dan disappeared, Jake Mohler, one of the butchers, handed up the can to Jim and he, Andy and Mohler enjoyed themselves to the limit. What Old Dan said and thought when he opened the box and found nothing but a lot of empty shells no one ever could find out, but he never forgave Jim Kenny as long as he lived.

There were ten single beds in this plant. The capacity was 800 to 1,000 cattle per day. There were no coolers to chill the beef. Most of it was used for canning purposes. "Kill today and cut tomorrow" was the system in those days. Often they killed faster than they could cut them.

Here at this place the cattle were hauled in after they were shot by steam power. This was done with a long chain. As fast as a bullock was shoved back, another was hauled in to take his place. The sanitary and working conditions were similar to what we experienced down "on the road." We had no dressing rooms; our clothes were hung all around the walls and posts.

(To be continued.)

If you need a good man watch the "Wanted" page.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers.....	16 1/2 @ 18
Good native steers.....	15 1/2 @ 16 1/2
Medium steers.....	13 @ 15
Heifers, good.....	13 @ 15
Cows.....	8 @ 12
Hind quarters, choice.....	20 1/2 @ 24 1/2
Fore quarters, choice.....	12 @ 12

## Beef Cuts.

Steer Loins, No. 1.....	12 @ 32
Steer Loins, No. 2.....	10 @ 30
Steer Short Loins, No. 1.....	12 @ 42
Steer Short Loins, No. 2.....	10 @ 40
Steer Loin Ends (hips).....	12 @ 26
Steer Loin Ends, No. 2.....	10 @ 26
Cow Loins.....	13 @ 21
Cow Short Loins.....	10 @ 31
Cow Loin Ends (hips).....	13 @ 16
Steer Ribs, No. 1.....	12 @ 24
Cow Ribs, No. 2.....	10 @ 22
Cow Ribs, No. 1.....	10 @ 21
Cow Ribs, No. 3.....	10 @ 15
Cow Ribs, No. 2.....	10 @ 10
Steer Rounds, No. 1.....	12 @ 15
Steer Rounds, No. 2.....	10 @ 13
Steer Chucks, No. 1.....	10 @ 10
Steer Chucks, No. 2.....	8 @ 8
Cow Rounds.....	11 @ 12
Cow Chucks.....	8 @ 5
Steer Plates.....	6 @ 6
Medium Plates.....	5 @ 5
Briskets, No. 1.....	12 @ 16
Briskets, No. 2.....	10 @ 13
Cow Navel Ends.....	5 @ 5
Fore Shanks.....	4 @ 4
Hind Shanks.....	3 1/2 @ 4
Rolls.....	3 @ 3
Strip Loins, No. 1, boneless.....	55 @ 55
Strip Loins, No. 2.....	45 @ 45
Strip Loins, No. 3.....	42 @ 42
Sirloin Butts, No. 1.....	33 @ 33
Sirloin Butts, No. 2.....	28 @ 28
Sirloin Butts, No. 3.....	26 @ 26
Beef Tenderloins, No. 1.....	75 @ 75
Beef Tenderloins, No. 2.....	65 @ 65
Rump Butts.....	28 @ 30
Flank Steaks.....	20 @ 20
Boneless Chucks.....	10 @ 10
Shoulder Clods.....	15 @ 15
Hanging Tenderloins.....	8 @ 8
Trimmings.....	8 @ 8

## Beef Product.

Brains, per lb.....	5 1/2 @ 7
Hearts.....	2 1/2 @ 6
Tongues.....	2 @ 28
Sweetbreads.....	24 @ 28
Ox-Tail, per lb.....	3 @ 8
Fresh Tripe, plain.....	4 @ 4
Fresh Tripe, H. C. ....	5 @ 5
Livers.....	7 @ 9
Kidneys, per lb.....	8 @ 8

## Veal.

choice Carcass.....	19 @ 20
Good Carcass.....	16 @ 18
Good Saddles.....	28 @ 30
Good Backs.....	14 @ 16
Medium Backs.....	5 @ 7

## Veal Product.

Brains, each.....	6 @ 8
Sweetbreads.....	48 @ 50
Calf Livers.....	26 @ 32

## Lamb.

choice Lambs.....	19 @ 19
Medium Lambs.....	16 @ 16
Light Saddles.....	12 @ 12
Medium Saddles.....	18 @ 18
choice Fore.....	15 @ 15
Medium Fore.....	14 @ 14
Lamb Fries, per lb.....	30 @ 30
Lamb Tongues, each.....	18 @ 18
Lamb Kidneys, per lb.....	22 @ 22

## Mutton.

Heavy Sheep.....	7 @ 7
Light Sheep.....	10 @ 9 1/2
Light Saddles.....	12 @ 12
Heavy Fore.....	6 1/2 @ 6 1/2
Medium Fries.....	7 @ 7
Mutton Legs.....	13 @ 13
Mutton Loins.....	10 @ 10
Mutton Stew.....	3 @ 3
-beef Tongues, each.....	18 @ 18
Sheep Heads, each.....	10 @ 10

## Fresh Pork, Etc.

Dressed Hogs.....	18 1/2 @ 18 1/2
Pork Loins.....	28 @ 28
Leaf Lard.....	13 @ 13
Tenderloins.....	54 @ 54
Spare Ribs.....	8 @ 8
Butts.....	18 @ 18
Hocks.....	11 @ 9
Trimmings.....	14 @ 14
Extra lean trimmings.....	7 @ 7
Tails.....	4 @ 4
Snouts.....	3 1/2 @ 3 1/2
Pigs' Feet.....	13 @ 13
Pigs' Heads.....	9 @ 9
Blade Bones.....	9 @ 9
Blade Meats.....	12 @ 12
Chuck Meat.....	6 @ 7
Hog Livers, per lb.....	4 @ 4
Neck Bones.....	4 @ 4
Skinned Shoulders.....	13 @ 13
Pork Hearts.....	4 @ 4
Pork Kidneys, per lb.....	4 @ 4
Pork Tongues.....	9 @ 9
Blip Bones.....	9 @ 9
Brains.....	8 @ 8
Back fat.....	12 @ 12
Hams.....	22 @ 22
Calas.....	13 1/2 @ 13 1/2
Bellies.....	16 @ 16

## SAUSAGE.

Columbia, Cloth, Bologna.....	15 @ 15
Bologna, large, long, round, in casings.....	14 1/2 @ 14 1/2
Choice Bologna.....	15 @ 15

## THE NATIONAL PROVISIONER

## WHOLESALE FRESH MEATS.

## Frankfurters.

Liver Sausage.....	12 @ 18
Minced Sausage.....	17 @ 17
New England Style Sandwich Sausage.....	15 @ 15
Prepared Luncheon Sausage.....	16 @ 17
Liberty Luncheon Sausage (Berliner).....	16 @ 17
Oxford Lean Butts.....	16 @ 16
Polish Sausage.....	18 @ 18
Garlic Sausage.....	18 @ 18
Country Smoked Sausage.....	18 @ 18
Country Fresh Sausage.....	18 @ 18
Pork Sausage, bulk.....	18 @ 18
Pork Sausage, short link.....	18 @ 18
Luncheon Roll.....	18 @ 18
Delicatessen Loaf.....	18 @ 18
Ox Tongues, jellied.....	18 @ 18
Macaroni and Cheese Loaf.....	18 @ 18
Loin Roll, cooked.....	18 @ 18

## Summer Sausage.

D'Arles, new goods.....	12 @ 42
Beef Casings Salami.....	13 @ 38
Italian Salami (new goods).....	13 @ 41
Capri.....	13 @ 33
Holsteiner.....	13 @ 25
Peppetoni, long links.....	13 @ 32
Farmer.....	13 @ 35

## Sausage in Brine.

Bologna, kits.....	2.30 @ 1.65
Pork, links, 1/2@1/2.....	2.40 @ 1.82
Pork, links, 1/2@1/2.....	2.40 @ 10.50
Polish Sausage, kits.....	2.40 @ 10.50
Frankfurts, kits.....	2.40 @ 1.70
Bologna, kits.....	2.20 @ 0.95
Blood Sausage, kits.....	2.20 @ 0.95
Liver Sausage, kits.....	2.00 @ 0.90
Head Cheese, kits.....	2.00 @ 0.75
Head Cheese, 1/2@1/2.....	2.30 @ 10.00

## CANNED MEATS.

No. 1/2.....	Per doz.
No. 1.....	No. 6.....
1/2.....	1/2.....
1/4.....	1/4.....
1/8.....	1/8.....
1/16.....	1/16.....
1/32.....	1/32.....
1/64.....	1/64.....
1/128.....	1/128.....
1/256.....	1/256.....
1/512.....	1/512.....
1/1024.....	1/1024.....
1/2048.....	1/2048.....
1/4096.....	1/4096.....
1/8192.....	1/8192.....
1/16384.....	1/16384.....
1/32768.....	1/32768.....
1/65536.....	1/65536.....
1/131072.....	1/131072.....
1/262144.....	1/262144.....
1/524288.....	1/524288.....
1/1048576.....	1/1048576.....
1/2097152.....	1/2097152.....
1/4194304.....	1/4194304.....
1/8388608.....	1/8388608.....
1/16777216.....	1/16777216.....
1/33554432.....	1/33554432.....
1/67108864.....	1/67108864.....
1/134217728.....	1/134217728.....
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1/536870912.....	1/536870912.....
1/1073741824.....	1/1073741824.....
1/2147483648.....	1/2147483648.....
1/4294967296.....	1/4294967296.....
1/8589934592.....	1/8589934592.....
1/1717986912.....	1/1717986912.....
1/3435973824.....	1/3435973824.....
1/6871947648.....	1/6871947648.....
1/13743895296.....	1/13743895296.....
1/27487790592.....	1/27487790592.....
1/54975581184.....	1/54975581184.....
1/10995116232.....	1/10995116232.....
1/21980232464.....	1/21980232464.....
1/43960464928.....	1/43960464928.....
1/87920929856.....	1/87920929856.....
1/175841859712.....	1/175841859712.....
1/351683719424.....	1/351683719424.....
1/703367438848.....	1/703367438848.....
1/1406734877696.....	1/1406734877696.....

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case.....	Per doz.
4-oz. jars, 1 doz. in case.....	6.25 @ 3.30
8-oz. jars, 1/2 doz. in case.....	6.25 @ 2.50
16-oz. jars, 1/2 doz. in case.....	6.25 @ 1.15
21-oz. jars, 1/2 doz. in case.....	6.25 @ 0.50

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@ 23
Plate Beef.....	@ 20
Rollettes.....	@ 24
Rump Butts.....	@ 20
Mess Pork.....	@ 24
Clear Fat Backs.....	@ 23
Family Back Pork.....	@ 20
Bean Pork.....	@ 20

## LARD.

Pure Lard, kettle rendered, per lb., tcs.....	6.15%
Pure Lard, per gal., in barrels.....	6.15%
Cooking oil, per gal., in barrels.....	6.15%
Bakers' special cooking oil.....	6.15%
Barrels, 1/4 over tierces; half barrels, 1/4 over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1/2 over tierces.....	6.15%

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	Per doz.
Cartons, rolls or prints, 1 lb.....	2.25 @ 1.25
Cartons, rolls or prints, 2@5 lbs.....	2.25 @ 0.50
Shortenings, 30@60 lbs. tubs.....	2.25 @ 0.25
Shortenings, 30@60 lbs. tubs.....	2.25 @ 0.15
Shortenings, 30@60 lbs. tubs.....	2.25 @ 0.10</

# Retail Section

## FOR BETTER MEAT MERCHANDISING

### Retailer and Packer Work Together to This End

By W. W. Woods, Director, Bureau of Public Relations, Institute of American Meat Packers.

(EDITOR'S NOTE.—The following address, delivered before the recent meeting of the Meat Council of Cleveland, O., composing both retailers and wholesalers, contains so much valuable information of a constructive nature for the retail meat dealer that it is here presented in full.)

Formal speech-making is not within my capabilities. But I am here, as I conceive it, to enjoy a far greater privilege—the privilege of discussing constructively with the leading distributors of meat in Cleveland the possibilities of improving trade relations and of developing meat merchandising in such a way that we all can serve the public better and make that better service better understood.

Today the retailer of meat finds himself criticized bitterly by press and public. Whether this is the case in Cleveland, I do not know. But it is true generally.

In the hue and cry against the retailer the Institute of American Meat Packers has never joined. It has expressed no judgment on retail prices. Recently criticism of the retailer was erroneously attributed to the institute. We promptly asked for and obtained a correction.

My personal opinion concerning retail meat prices is that, although some retailers have deliberately refused to readjust their prices, these are in the minority. I feel that the whole retail group has been condemned by the actions of a minority.

#### Cause of Criticism of Retailers.

But the fact remains that the retailers of meat as a class, are under fire. In my judgment, the general criticism now directed at the retail meat dealers of America arises from several different causes:

First, from the censurable acts of the minority.

Secondly, criticism arises from poor merchandising on the part of many dealers. You know and I know, and retailers freely concede, that many dealers do not know their costs; are uninformed as to whether they are making or losing money. They either keep no cost accounting system, or keep it in faulty fashion. Some of them keep no books at all.

Thirdly, there is the fact that retail expenses in many cases have not gone down as fast as wholesale meat prices, with the result that the ratio of overhead to sales has increased, thereby necessarily causing retail price declines to lag behind wholesale price declines.

Fourthly, there has been the strong tendency of the public—a tendency which now gives some evidence of weakening—to focus its consuming demand on a very few retail cuts, with the result that these cuts have had to bear part of the price burden which other parts of the meat animal should have carried.

I ask you to consider for a moment the foregoing points, and their relation to the meat council which you propose to organize. You know better than I whether it is true that some retailers do not keep books, and that many do not know what their costs are, or whether they are making or losing money.

#### Retailer Should Know His Costs.

If it is true, those dealers are hurting your business and your standing in this community. No man can operate on a close margin unless he knows his costs. Otherwise, some items of expense will inevitably become excessive; wasteful practices will be undetected, and the gross margin will vault upward.



W. W. WOODS.

In such cases the price of meat to the consumer will become unnecessarily high, although the dealers' rate of profit is no greater. Then the fact that his prices are out of line causes a decrease in the volume of his trade, with the result that his gross margin rises again, while he probably lowers the rate of his net profit in a frantic attempt to meet the competition of his efficient neighbors. Thus both public and dealer are hurt, and the customers of this particular retailer conclude that retail meat dealers are raking in extortionate profits.

Now notice how the meat council's committee on merchandising problems fills a need here.

That committee of the Meat Council of Chicago has won the interest of a university known for its school of commerce and particularly for its business research.

It may become possible to carry on in Chicago research which will do two things:

#### A Model Accounting System.

First, develop a simple system of model accounts for retail meat dealers.

Secondly, establish the average cost of different items in the expense of retailing

meat, without, of course, revealing the names of the dealers who furnished the information. Think what this last achievement would mean.

I assume that this audience represents what may be called the cream of the Cleveland trade. Consequently, each of you probably knows what percentage of your sales goes for rent, what percentage for ice, what percentage for labor, what percentage for delivery, and so on.

But does anyone of you know whether your expense on any one of these particular items, relative to your sales, is higher than in the average store? Have you, in fact, any average to go by? Do you know whether the maximum cost of delivery should be five, ten or twenty per cent of sales in a charge market doing \$100,000 of business in a year?

So far as I know, the way is uncharted; there are no standards to follow, and even the retailer who knows exactly the different items of his cost, probably has no adequate way to be sure that any given item is not absorbing more of his sales proceeds than it should. But if a model system of simple accounts were installed in, say, 150 stores, and the average cost of each item determined, any retailer who knows his costs, item by item, could compare them, item by item, with the average. Then the items which were excessive would stand out like sore thumbs, and could be approached remedially.

That is one thing a meat council, working through an able and vigorous committee on merchandising problems, could accomplish.

#### Method of Cost Analysis.

Another thing is a direct corollary. The development and use of a model system or systems of simple cost analysis would improve retail merchandising. It would reduce the gross margin of the man who is now a poor merchandiser, and would do this without decreasing his net profit.

Surely that is a consummation devoutly to be wished for. Every man who merchandises poorly is to that degree a liability to his fellow dealers. Unfortunately and unfairly, retailers are judged as a group, and what Dealer Jones does is also charged against Dealer Smith, just as what Dealer Smith does is credited to Dealer Jones.

Consider now the question of consuming demand.

The public has an embarrassing habit of sometimes developing a taste for light pork chops at the very time the markets are flooded with heavy hogs; of seeking fancy beef, when grass-fed cattle have been received in abundance; of chucking chuck and pleading for porterhouse.

#### To Teach the Consumer.

The committee on marketing information of the Meat Council of Chicago is meeting this problem with increasing effectiveness.

Once every week or so, at the direction of President John T. Russell, that committee reviews local trade conditions and finds out from packers what cuts are selling at relatively low prices on the market and are moving slowly.

They also find out from the retailers what cuts they are having difficulty in moving promptly, and as a result of this review of the situation, posters and recipe cards featuring the cut, or cuts, are prepared and sent to the retailers by the meat council.

In this work dietetic scientists and advertising experts associated with the institute are consulted. The recipe cards

are furnished at cost. The posters have been furnished free in order to develop practicable specimens for use elsewhere. On the basis of the experience thus acquired, an elaborate poster service is under consideration to be offered to the retailers at cost, which will be slight.

At the same time the posters were displayed President Russell advised the public through the newspapers which cuts were available at advantageous prices.

#### How Poster Scheme Worked.

If you do not think this plan would be effective in stimulating the movement of sluggish cuts, let me give you one or two concrete examples.

One member of the meat council, serving a fancy trade, had never handled fore-quarter cuts of beef. He put up the pot roast posters, bought some forequarters, and now sells six or eight every week.

Here is another striking example. Notice this sausage poster. At the same time it was displayed President Russell informed the public that frankfurts for a family of five could be obtained for 30 cents or less. In effect, he pointed out, one person could get a meat meal for a nickel.

The meat council reprinted a newspaper clipping of this statement for a window poster. A salesman for a large packing company saw his opportunity. He, too, reprinted the clipping and scattered it over his territory. The president of that packing company says this salesman never had sold more than 300 lbs. of sausage a week in that territory.

But the following week his sales jumped to 1,800 lbs. They were checked for six weeks afterwards and never fell below 1,200 lbs.

A retailer—one whom you all would know if I called his name—displayed the sausage posters and put in sausage windows. He states that his sausage volume doubled and that this doubled volume has been maintained.

Such incidents show that the meat councils help consumer, dealer, packer and, indirectly, the producer.

#### Relations With the Public.

There is one other committee of the Meat Council of Chicago to which I should like to draw your attention before I conclude. That is the committee on public relations.

In my opinion, one very valuable thing such a committee could do in Cleveland, as well as elsewhere, is to give out accurate information concerning the nature of the product the retailers and packers handle.

Meat as a food has been aggressively and unfairly attacked. Believing that these attacks tend to decrease consumption, the institute is answering them. But we feel that the retailer is a party in interest. He faces the necessity of educating his own salesmen in order to educate the public.

Now it happens that too little information concerning the place of meat in the diet has been available. The institute, through its committee on nutrition, is developing and correlating such information.

A vigorous committee on public relations, in addition to informing the people about the value of the product you sell, could also help you to explain to the public that your expenses of doing business have not fallen rapidly. That is the case in many cities, and I assure that it probably is the case here.

In all the ways I have sketches, and in many more, you can make the Meat Council of Cleveland valuable, valuable to every factor in the meat trade, and to the consuming public.

#### Retailers Who Were Pioneers.

And when you find your council successful, let us not forget the enterprise of those retailers whose pioneer work made it possible—men like Russell, Kotal

and Kaiser of Chicago, Grimm and Kramer of New York, Kelly of St. Louis, and Seng of Milwaukee. To these men and their colleagues and associates, and to those men who have had their shoulders to the wheel here, I feel that public, packer and retailer all owe something.

They have developed an organism which stands for progress, for better methods, for improved merchandising, for more cordial trade relations, for more effective service to the public, for increased consumption, for stabilization of demand, and for a better public understanding of the nature, the difficulties and the functions of the whole meat industry.

The day has gone when you, the retailers, or we, the packers, can regard your business as wholly your business and our business as wholly our business. We realize now that, in a sense, your business is our business, and our business is your business. If you carry on your business badly, it hurts our business; and if we conduct our business inefficiently, your business suffers. If we both make our business the best possible business, everyone benefits—the producer, the packer, the retailer and the consumer.

For that reason, it is good to be with you tonight and to offer to you, on behalf of the Institute of American Meat Packers, the cordial greetings, the sincere good wishes and the eager co-operation of the largest industry in America.

#### LOCAL AND PERSONAL.

Kerby & Paullin bought a meat market at Tabor, Ia.

Minkler's meat market has been opened at Norwalk, O.

Joe Erb has sold his meat market at Clarksville, Iowa.

Chas. Passmore opened a meat market at Revere, Minn.

Gunder Broin bought a meat market at MacIntosh, Minn.

J. W. Carter will open a new meat market at Lenoir, N. C.

R. M. Nielsen has sold out to H. L. De Bois at Winthrop, Ia.

Dominic Menichetti has started a meat market at Athens, Ill.

A. O. Williams will open a new meat market at Monett, Mo.

William Lea has purchased a meat market at Table Grove, Ill.

Chas. Pershall is starting a meat market at Edwardsville, Ill.

Schrau & Bunn are opening a new meat market at Hillsboro, Ill.

The Schwinger meat market has been opened at Marion, Ohio.

Iver Rasmussen bought a meat market at Turtle Lake, No. Dak.

J. M. Marsh & Sons will open a meat market at Glencoe, Minn.

William Giffing has opened a new meat market at Cheney, Wash.

The Larson meat market was burned out at New London, Minn.

Fred Hasselman has bought the Rocks meat market at Greene, Ia.

C. D. Hames & Son have engaged in the meat business at Holliday, Kas.

The Wide Awake Tea Co. has opened a meat market at Pittsburg, Kan.

Waddell & Boyer have opened a new meat market in Charlotte, Mich.

A. O. Williams will open a meat market at 211 Third street, Monett, Mo.

R. D. Probst & Martie May bought a meat market at Monticello, Minn.

S. W. Svec will open a meat market at 864 Fifth avenue, Cedar Rapids, Ia.

M. Brown & Co., Inc., have opened a new meat market at Ansonia, Conn.

L. Lenci has bought the meat market from Gervasini & Sons at Petaluma, Col.

A grocery department is being installed in the Larsen meat market, Minden, Neb.

E. J. McGuire has sold the Beardstown market, Beardstown, Ill., to James Hanks.

Frank Ryder and Guiles Rynders have opened a new meat market at Antigo, Wis.

E. H. Horn has purchased a grocery store and will add meats, at Waterloo, Ia.

Charles R. Guggolz has remodelled the New Washington meat market at Lodi, Cal.

Gust Beyers has sold out his butcher shop to Joseph Disjardin, Marquette, Mich.

Jos. Vasey has purchased the meat and grocery business of Guy F. Galusha, Newell, Ia.

The Samson Market Company will open a meat market on Shattuck avenue, Berkeley, Cal.

Chris Hoffman has opened a meat market at 406 North Seventh street, Vincennes, Ind.

Joe Shaefer has sold his interest in the Palace Meat Market, Great Bend, Kas., to Fred Thies.

The city meat market has moved from the Mallouf grocery to 117 E. Broadway, Altus, Okla.

James Lang has purchased the business of the Williams Grocery and Meat Co., Waterloo, Ia.

J. L. Fry has opened a meat market and grocery store at 410 N. 14th street, Independence, Kas.

The City meat market at Bismarck, N. D., has moved to a new location on First avenue, N. W.

The Crystal meat market, E. 102d street and Euclid avenue, Cleveland, O., has begun business.

Manuel F. Cambra has bought the meat market of George Jensen on Third street, Santa Rosa, Cal.

Henry Herr has purchased the meat market on Washington street, Monticello, Ind., from Ray Hefner.

Fred Walker has engaged in the meat business in the Hagebush building on Main street, Eudora, Kas.

H. Richardson has purchased the White Meat Market, 1100 Osage avenue, Kansas City, Kas., from Coe White.

A. M. Brenner, of Hays, Kas., has engaged in the meat and grocery business here on Thirteenth street, Salina, Kas.

Butz Bros., of the Audubon park grocery are adding a meat market, with refrigerating equipment at Spokane, Wash.

Floyd Forister, of Eldorado, has taken over the management of the public market, at 301 S. Summit St., Arkansas City, Kas.

The High-Grade Meat Market will erect a two-story brick building on the southeast corner of Twenty-seventh street and Avenue D, Galveston, Tex., to be used as meat market.

The Madison street meat market, at Beaver Dam, Wis., owned and operated by Walter Valnetski, has been merged with the Red Arrow market under Edw. E. Skeele.

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**BAGS**

and

**SAUSAGE  
SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**  
BOSTON MASS.

# New York Section

J. H. Agnew, construction department, Wilson & Company, Chicago, is in town this week.

R. H. Gifford, head of the sausage department of Swift & Company, Chicago, is in New York.

Nelson Morris, chairman of the board of directors of Morris & Company, was in town last Saturday and dropped in to see Mr. Bisbee of Joseph Stern & Sons.

G. A. Handley, district manager of the Cudahy Packing Company, New York, is in Chicago attending a meeting of all the district managers from Monday until Saturday of this week.

Frank Insetta, in charge of the order department of the New York Butchers' Dressed Meat Company, is receiving the congratulations of his friends upon the arrival of a nine-pound baby boy at his home.

Prices realized on Swift & Company sales of carcass beef in New York City for the week ending Saturday, September 17, 1921, on shipments sold out, ranged from 11.00 to 18.50 cents per pound, and averaged 14.33 cents per pound.

Mr. Leo De Winter, of the Amsterdamsche Export & Import Co., Amsterdam, Holland, is expected to visit this country in the near future to extend the buying activities of the company's New York office, which is in charge of Mr. Sidney Rich.

The following is a report of the New

York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending September 17, 1921: Meat—Manhattan, 1,993 lbs.; Brooklyn, 6 lbs.; Queens, 30 lbs.; total, 2,029 lbs. Fish—Manhattan, 22,487 lbs. Poultry and game—Manhattan, 484 lbs.

The twelfth annual convention of the American Manufacturers' Export Association will be held at the Waldorf-Astoria on October 5th and 6th, and the general theme will be "How to Retain and Increase Export Trade." Various subjects of much interest and importance to manufacturers and producers doing an export business will be discussed. Among these are problems of exchange, foreign investments, relation to the present European situation, International Chamber of Commerce and Bureau of Foreign and Domestic Commerce. The annual banquet will be held in the grand ballroom of the Waldorf-Astoria on the evening of October 6th.

## MASTER BUTCHERS' MEETINGS.

At the meeting of the Washington Heights Branch of the United Master Butchers, held September 13, the report of the plate glass fund for the year 1920 showed large profits to the butchers. Some of the members reported that old accounts, which had been crossed off the books, had been collected through a collection agent. One of the officers of the branch, who has given special attention to the subject, reported an increase in the price of suet and fat during the last few weeks.

The first meeting of the season of Ye

Olde New York Branch was held at the Pennsylvania Hotel on Tuesday evening. Secretary Hornidge reports a large attendance and some of the subjects taken up were: Tariff on meat, which is strongly opposed by this branch, and the secretary was instructed to write congressmen. The meeting expressed itself as well pleased with the election of Joseph F. Seng as national president, and believed from the plans which Mr. Seng has arranged the association will be greatly enlarged. The initiation fee has been indefinitely abolished in this branch, and the bulletin is to be continued permanently. The report of the Meat Council was discussed, as well as the change affecting working papers for minors. A strong committee, of which George Kramer is chairman, was appointed to consider and make suggestions as to which form the annual social affair will take this year.

## MEAT COUNCIL GETS TO GOING.

The Meat Council of New York has started its fall activities, its first meeting being held a few days since in its new quarters in the National City building. President August Grimm was in the chair and most of the retailer representatives were also well represented.

David Van Gelder, chairman of the committee on cost accounting, reported that his committee had made considerable progress in working out a system for retailers, and he hoped to have some final results before the end of the month.

Frank P. Burck brought forward a plan of holding cooking demonstrations in some of the public schools, and he expressed himself as being ready to donate all the meat needed for several of these demonstrations.

W. W. Brainard said that he had been impressed with the headway being made by the milk people in increasing milk consumption through educational propaganda, and he felt the time had come when the packing industry would find it necessary to undertake something of the same kind.

Much of the meeting was given over to discussion of the possibility of marketing fireless cookers among New York housewives in order to popularize the cheaper cuts. Most of the members of the Meat Council regard this as a highly important suggestion, and a careful investigation will be made of the possibilities of popularizing the cooker. If the outlook of such a move is promising the retailers will get behind it strongly.

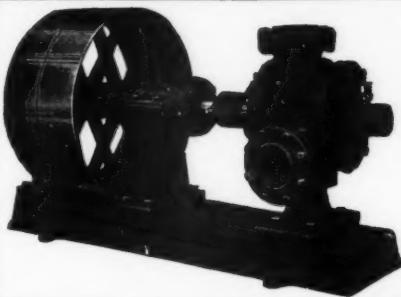
Most of those present reported improvement in retail meat business, and the opinion was generally expressed that there was a good outlook for a reasonably successful fall season.

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Sept. 10, 1921, with comparisons:

	Week	Week
	Sept. 10.	Sept. 3.
Western dressed meats:		
Steers, carcasses:	2,479	2,918
Cows, carcasses:	296	649
Bulls, carcasses:	9	74
Veal, carcasses:	1,277	987
Lamb, carcasses:	10,221	8,983
Mutton, carcasses:	1,970	1,830
Pork, lbs.:	222,620	296,029
Local slaughter:		
Cattle:	1,975	2,272
Calves:	1,551	1,760
Sheep:	6,420	7,640
Hogs:	13,568	13,536

\*Veal prices include "hide on" at Chicago and New York.



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**Atlantic Can Company**  
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### EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

Fresh meat trade at eastern markets have been very uneven and prices fluctuating. Barring Boston, where the trend on all classes was upward, markets were unsettled and tending lower. By the close of the week, most of Monday's gains had disappeared and prices were back to the previous Friday's level.

Cooler weather did not add the expected stimulus to the beef trade and demand shows no improvement. Although retail prices of fore quarter cuts in some markets have been relatively low, consumers generally have not responded. Boston was the only strong spot in the East and an advance of \$1 on all grades of steers was registered there.

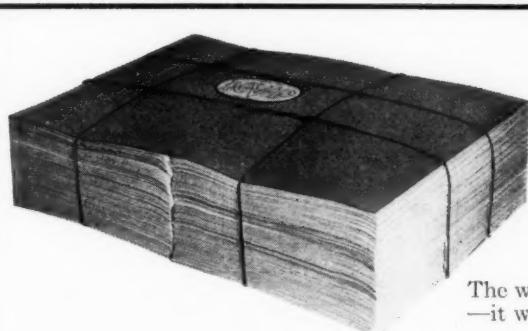
New York lost all of Monday's advance, and closed nearly steady with one week ago. Conditions at Philadelphia were practically steady until late in the week, when slight declines were registered. Cows were in light supply and these were sold mostly in line with last Friday. The offerings of bulls were slightly in excess of the previous week and sold generally steady to 50c higher. Kosher beef markets showed no material change, with supply and demand about equal.

The demand for veal of desirable weight and quality was sufficient to keep offerings moving at steady to firm prices, while all grades below good were weak and declining. A large percentage of the latter were heavyweight carcasses and sides, for which there was a limited demand. These closed unevenly \$1 to \$3 below Monday, but were practically in line with last Friday.

The strength of the Boston market on lard was in sharp contrast to other eastern markets, where uneven declines of \$2 to \$4 were registered since Monday. Conditions at the close, however, were generally steady at the decline and practically in line with last Friday at New York and Philadelphia, and \$1 to \$1.50 higher at Boston.

There was a marked improvement both in demand and prices of mutton during the week, due principally to more desirable offerings. With Monday's opening prices unevenly \$1 to \$3 higher than the previous Friday, additional gains were made, and closing prices were mostly \$2 to \$3 higher than a week ago.

Following Monday's advances in pork,



## Clean Service

The world wants clean things  
—it welcomes them.

A clean business stands for years. A clean restaurant is flocked to. A clean thought lasts down the ages. Character, which is cleanliness ex-

pressed in goodness, capability, moral stamina, clear thoughts, is sought by the world. Health and success result from cleanliness.

Particular dealers the world over who wrap greasy and moist food-stuffs—dealers who serve particular people—know that it is good business to call the attention of customers to the absolute purity, the positive cleanliness, the superior merits of KVP Parchment.

**Kalamazoo Vegetable Parchment Company**  
KALAMAZOO, MICHIGAN U. S. A.

markets were generally steady on light average fresh loins, but unsettled on heavy averages and frozen loins. Frozen loins, which constituted the bulk of receipts, sold unevenly \$3 to \$10 below corresponding averages of fresh, and received but little attention from the general trade. All shoulder cuts were steady to strong under a more active demand, and closing prices were practically \$1 above a week ago.

Boston closed barely steady on steers with cows unchanged. Veal and fresh pork closed steady; frozen pork weak; lamb and mutton steady to firm. There is a good clearance on all classes. New York closed steady on beef with conditions slightly better than last Friday. Good and choice veal closed steady, lower grades weak. Lamb closed weak, mutton and fresh pork steady. A fair clearance will be made on all classes. Philadelphia closed barely steady on beef, weak on veal, steady on lamb, mutton and pork. There is a light carry-over of beef and pork with veal, lamb and mutton practically all sold.

**LIONEL M. LEVINE**  
**CONSULTING ENGINEER**  
PACKING PLANT'S—REFRIGERATION  
PLANS AND SUPERVISION  
29 BROADWAY NEW YORK

### FRED B. JONES DIES AT MEMPHIS.

The cottonseed products industry was shocked last week by news of the sudden death of Fred B. Jones, president of the Perkins Oil Co., Memphis, Tenn. Mr. Jones had been a sufferer from insomnia and nervousness and had gone to the mountains for relief. Upon his return he met exceptionally hot weather and it is believed this affected his mind, for about 11 o'clock on the morning of September 11th he shot himself. His business affairs were in excellent condition and there appeared no reason for his act. He was noted for his genial spirits and fine character and was highly regarded throughout the industry.



